THE INDUSTRIAL ARTS INDEX

1934

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THE
INDUSTRIAL ARTS INDEX

TWENTY-SECOND ANNUAL VOLUME

1934

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE
AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY
MARION E. POTTER, LOUISE D. TEICH,
LEONE BAKER

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NEW YORK
THE H. W. WILSON COMPANY
1935

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PREFACE

The twenty-second annual volume of the Industrial Arts Index shows very little change in the list of magazines indexed. It is surprising that the mortalities and the impairment in quality are almost negligible in the list of periodicals chosen for indexing. The Bulletin of the International Management Institute was discontinued December, 1933. Refrigerating World has not published since February 1934. On the other hand many of the magazines have increased in size and improved in quality. The many new activities in connection with business recovery have presented unusual indexing problems. Indulgence of subscribers is asked if they fail to find this new information under the expected subject headings.

The titles listed monthly in "Recent Book Titles" number for the year 2229, and are included in this volume. These are in addition to the many United States government documents, state geological and engineering bulletins, university bulletins relating to business and technology and bibliographical bulletins from various sources.

The staff of the Index has not changed except for the loss of Leona Kohn, now Mrs. Charles Milton. To Mrs. Florence Phin should be given the credit for indexing the insurance and banking magazines.

M. E. P.

6811

List of Periodicals Indexed

Adv & Sell—Advertising and Selling. $3; single numbers 15c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York

Adv Arts—Advertising Arts. $2; single numbers 50c. bi-m Robbins Pub. Co, Inc, 9 E 38th St, New York

Published as Design section of Advertising and Selling until July, 1933

Aero Digest—Aero Digest. $3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York

Absorbed Aviation Engineering beginning July, 1933

Air Commerce Bul—Air Commerce Bulletin. m U. S. Department of Commerce, Bureau of Air Commerce, Washington, D.C.

Monthly beginning July 15, 1933

Am Arch—American Architect. $3; single numbers $1. m International Publications, Inc, 572 Madison Av, New York

Changed to monthly beginning September, 1934

Am Assn of Textile Chemists and Colorists Proceedings. Published in American Dyestuff Reporter

Am Bankers Assn J—American Bankers Association Journal. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York

Name changed to Banking beginning October, 1934

Am Bld—American Builder and Building Age. $2; single numbers 25c. m American Builder Pub. Corp, 105 W Adams St, Chicago, Ill.

Am Cer Soc Bul—Bulletin of the American Ceramic Society. $1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio

Am Cer Soc J—Journal of the American Ceramic Society. $12; single numbers $1. m American Ceramic Society, 2525 N High St, Columbus, Ohio

In three separately paged sections; Journal, Ceramic Abstracts and Bulletin

Beginning July, 1933, v 12, no 7, the Bulletin became a separate publication

Am Chem Soc J—Journal of the American Chemical Society. $8.50. m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

Am Concrete Inst J—Journal of the American Concrete Institute. $7.50; single numbers $1.50. bi-m (except Jl-Ag) American Concrete Institute, 7400 Second Blvd, Detroit, Mich.

Began publication as v 1 (Proceedings, v 26) November, 1929

Am Dyestuff Rep—American Dyestuff Reporter. $5. bi-w Howes Pub. Co, Inc, 440 4th Av, New York

Includes Proceedings of American association of textile chemists and colorists

Am Gas Assn—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York

Am Gas Assn Mo—American Gas Association Monthly. $3. m American Gas Assn, 420 Lexington Av, New York

Am Gas J—American Gas Journal. $2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York

Am Inst Chem Eng Trans—American Institute of Chemical Engineers. Transactions. annual American Institute of Chemical Engineers, For sale by D. Van Nostrand Co. 250 4th Av, New York

Am Inst E E J. See Elec Eng

Am Inst of Mining and Metallurgical Engineers. See Min & Met

Am J Sci—American Journal of Science. $6; single numbers 60c. m American Journal of Science, New Haven, Conn.

Am Mach—American Machinist. $3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Am Pet Inst Proc—American Petroleum Institute Proceedings. 250 Park Av, New York

Am Soc C E Proc—Proceedings of the American Society of Civil Engineers. $8; single numbers $1. m (except Je and Jl) American Society of Civil Engineers, 33 W 39th St, New York

Am Soc for Metals Trans—Transactions of the American Society for Metals. $5; single numbers $2. q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio

Changed to quarterly beginning December, 1934

Am Soc Heat & V E J. See Heating-Piping

Am Soc M E J. See Mech Eng

Am Soc Steel Tr Trans—Transactions of American Society for Steel Treating. $5; single numbers $1. m American Society for Steel Treating, 7016 Euclid Av, Cleveland, Ohio

Name changed to Transactions of the American Society for Metals, January 1934

Am Soc T M Proc—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia

Am Statis Assn J—Journal of the American Statistical Association. $6; single numbers $1.50 q American Statistical Association, 7028 Commerce Bldg, Washington, D.C.

Am Water Works Assn J—Journal of the American Water Works Association. $7. m American Water Works Assn, 29 W 39th St, New York

Angew Chemie—Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H, Corneliusstr. 3, Berlin W 35, Germany

Ann Am Acad—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia

Annalist—The Annalist. $7; single numbers 20c. w New York Times Co, Times Square, New York

Arch Forum—Architectural Forum. $7; single numbers $1. m Rogers and Manson Corp, 220 E 42d St, New York

Arch Rec—Architectural Record. $3; single numbers 50c. m F. W. Dodge Corp, 115 W 40th St, New York

Architecture—Architecture. $6; single numbers 50c. m C. Scribner's Sons, 597 5th Av, New York

Assn of Sp Lib & Inf Bur Proc—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 16 Russell Square, London, W. C. 1

Automobile Eng—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St. London. S.E. 1

Extra motor show review number published in November

Automotive Ind—Automotive Industries. $1; single numbers 25c. w Chilton Co., Chestnut & 56th Sts, Philadelphia

Aviation—Aviation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Aviation Eng—Aviation Engineering. $2; single numbers 25c. m Bryan Davis Pub. Co, Inc, 19 E 47th St, New York
Merged with Aero Digest, July 1933

Bankers M—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York

Bankers Mo. See Rand McNally Bankers Mo

Banking—Banking; Journal of the American Bankers Association. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York
Formerly American Bankers Association Journal

Barron's—Barron's. $10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York

Bell System Tech J—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York

Blast F & Steel Pl—Blast Furnace and Steel Plant. $2; single numbers 25c. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa.

Boston Soc C E J—Journal of the Boston Society of Civil Engineers. $4; single numbers $1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston
Changed to quarterly January, 1934

Bradstreet's. See Dun & Bradstreet

Brick & Clay Rec—Brick and Clay Record. $5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago

Burroughs Clearing House—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich.

Bus Transportation—Bus Transportation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Business Week—Business Week. $5; single numbers 20c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Can Chem & Met—Canadian Chemistry and Metallurgy. $3; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago

Can Eng—The Canadian Engineer. $3; single numbers 10c; $4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2

Can Min J—Canadian Mining Journal. $5. m National Business Publications, Ltd, Gardenvale, Que.

Chase Econ Bul—Chase Economic Bulletin. irr Chase National Bank, New York

Chem Age (Lond)—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4

Chem & Met Eng—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Chem Ind—Chemical Industries. $2; single numbers 25c. m Chemical Markets, Inc, 25 Spruce St, New York
Formerly Chemical Markets

Chem Markets. See Chem Ind

Chem R—Chemical Reviews. $9. ($7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Baltimore, Md.

Chem Soc J—Journal of the Chemical Society. £3 4s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1

Chemicals—Chemicals. $5; single numbers 25c. bi-w Tuttle Publications, Inc, 114 E 32d St, New York
Discontinued with April 16, 1934 number

Chemische Fabrik—Die Chemische Fabrik. RM 30; single numbers RM 1.80 bi-w Verlag Chemie, G.m.b.H. Corneliusstr. 3, Berlin W 35, Germany
Changed to a bi-weekly January, 1934

Chemistry and Industry. See Soc Chem Ind J

Chimie & Ind—Chimie & Industrie. 500 fr; single numbers 40.50 fr. m Société de Chimie Industrielle, 28, Rue Saint-Dominique, Paris, France

Civil Eng—Civil Engineering. $5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York

Coal Age—Coal Age. $3; single numbers 35c. m McGraw-Hill Pub. Co. Inc, 330 W 42d St, New York

Comm & Fin—Commerce and Finance. $5; single numbers 15c. w Comfine Publishing Corp, 95 Broad St, New York

Comp Air M—Compressed Air Magazine. $3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey

Concrete—Concrete. $3; mill ed. $4; single numbers 50c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago

Credit & Fin Management—Credit and Financial Management. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York

Dom Eng—Domestic Engineering. $2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago

Dun & Bradstreet—Dun & Bradstreet Monthly Review. $5; single numbers 50c. m Dun & Bradstreet, Inc, 290 Broadway, New York

East Underw—Eastern Underwriter. $3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York

Econ Geol—Economic Geology. $5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa.

Economist—Economist. £2 18s; colonies £3 1s; single numbers 1s 1d. w Economist Newspaper, Ltd, 8, Bouverie St, London, E.C. 4

Econostat—The Econostat. $10. w The Econostat, Inc, 192 Lexington Av, New York
Indexing began March 25, 1933, with v 1, no 1. Discontinued publication, December 16, 1933

Edison Elec Inst Bul—Edison Electric Institute Bulletin. $2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York
Began publication April, 1933 as successor to N E L A Bulletin

Elec Eng—Electrical Engineering. $12; single numbers $1.50. m American Institute of Electrical Engineers, 33 W 39th St, New York

Elec J—The Electric Journal. $2; single numbers 25c. m The Electric Journal, 530 Fernando St, Pittsburgh, Pa.

Elec R (Lond)—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1

Elec Traction—Electric Traction and Bus Journal. $1; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S Dearborn St, Chicago

Elec W—Electrical World. $4; single numbers 25c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
Changed to a bi-weekly beginning September 1, 1934

Elec West—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of California, 883 Mission St, San Francisco, Calif.

Electrician—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4

Electrochem Soc Trans—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York
Formerly American Electrochemical Society
Preprints are indexed

Eng & Min J—Engineering and Mining Journal. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Eng Educ. See J Eng Educ

Eng N—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Eng Soc W Pa—Proceedings of the Engineers' Society of Western Pennsylvania. $5; single numbers 50c. m (except Ag and S) Engineers' Society of Western Pennsylvania, William Penn Hotel, Pittsburgh, Pa.
Temporarily discontinued with the January 1933 issue.

Engineer—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"]

Engineering—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2

Exp Wireless. See Wireless Engineer

Explosives Eng—The Explosives Engineer. $1; single numbers 15c. m Explosives Engineer, 1031 Delaware Trust Bldg, Wilmington, Delaware

Factory Management—Factory Management and Maintenance. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Fed Res Bul—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Federal Reserve Board, Washington, D.C.

Food Ind—Food Industries. $2; single numbers 25c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Forbes—Forbes. $5; single numbers 25c. s-m B. C. Forbes Publishing Co, 120 Fifth Av, New York

Fortune—Fortune. $10; single numbers $1. m Time, Inc, 350 E 22d St, Chicago

Foundry—Foundry. $2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O.

Gas Age—Gas Age-Record. $3; single numbers 25c. w Robbins Pub. Co, Inc, 9 E 38th St, New York

Gas J (Lond)—Gas Journal. 35s; single numbers 1s. $8.50 in U. S. w Walter King, Ltd, 11 Bolt Court, Fleet St, London, E.C. 4

Gen Elec R—General Electric Review. $3; single numbers 30c. m General Electric Co, Schenectady, N.Y.

Génie Civil—Le Génie Civil. 240 fr; single numbers 3 fr. w Génie Civil, 5 rue Jules-Lefebvre, Paris (9^{e}), France

Geol Soc Bul—Bulletin of the Geological Society of America. $10. bi-m Geological Society of America, Charles P. Berkey, sec, 419 W 117th St, New York

Glass Ind—Glass Industry. $2. m Ogden-Watney Publishers, Inc, 233 Broadway, New York

Guaranty Survey—The Guaranty Survey. m Guaranty Trust Company of New York

Harvard Business R—Harvard Business Review. $5; single numbers $1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York

Heat & Ven—Heating and Ventilating. $2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York

Heating-Piping—Heating, Piping and Air Conditioning. $2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago
Includes American Society of Heating and Ventilating Engineers Journal section

Ill U Eng Exp Sta Bul—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana

Ill U Eng Exp Sta Circ—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana

Illum Eng Soc Trans—Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Ag and O) Illuminating Engineering Society, 29 W 39th St, New York

Illum Engr—Illuminating Engineer. 10s 6d; single numbers 9d. m Illuminating Engineer, 32 Victoria St, London, S.W. 1

Ind & Eng Chem—Industrial and Engineering Chemistry. $7.50; single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

Ind & Eng Chem Anal ed—Industrial and Engineering Chemistry Analytical Edition. $2; single numbers 75c. bi-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.
Changed to bi-monthly January, 1933

Ind & Eng Chem News ed—Industrial and Engineering Chemistry News Edition. $1.50; single numbers 10c. s-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N. W. Washington, D. C.

Ind Stand—Industrial Standardization and Commercial Standards Monthly. $4; single numbers 35c. m American Standards Association, 29 W 39th St, New York

Index—Index. m New York Trust Company, 100 Broadway, New York

India Rubber W—India Rubber World. $3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York

Inland Ptr—Inland Printer. $4; single numbers 40c. m Inland Printer Co, 205 West Wacker Drive, Chicago

Ins Field (Fire ed)—Insurance Field (Fire and Casualty Edition). $5; single numbers 25c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.

Ins Field (Life ed)—Insurance Field (Life Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.

Inst Chem Eng Trans—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, Abbey House, Westminster, London, S.W. 1
Indexing began with volume 9, 1931

Inst E E J—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W; Engineers Book Shop, 227 Park Av, New York

Inst Mech Eng Proc—Institution of Mechanical Engineers. Proceedings. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1

Inst Pet Tech J—Journal of the Institution of Petroleum Technologists. single numbers 7s 6d. m Institution of Petroleum Technologists, Aldine House, Bedford St, Strand, London, W.C. 2

Inst Radio Eng Proc—Proceedings of the Institute of Radio Engineers. $10; single numbers $1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York

Int Labour R—International Labour Review. $6; single numbers 60c. m World Peace Foundation, 40 Mt Vernon St, Boston

Int Management Inst Bul—Bulletin of the International Management Institute. 10 Sw. fr. m International Management Institute, 2, Boulevard du Théâtre, Geneva
Indexing began January, 1933, with v 7, no 1
Discontinued with December 1933 issue

Inv Banking—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago

Iron Age—Iron Age. $6; single numbers 25c. w Iron Age Pub. Co, 239 W 39th St, New York

Iron & Steel Inst J—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 28, Victoria St, London, S.W. 1

J Account—Journal of Accountancy. $4; single numbers 35c. m American Institute Pub. Co, Inc, 135 Cedar St, New York

J Chem Educ—Journal of Chemical Education. $3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa.

J Eng Educ—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa.

J Fr Inst—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, 20th St & Parkway, Philadelphia

J Ind & Eng Chem—See Ind & Eng Chem

J Ind Hygiene—The Journal of Industrial Hygiene. $5; single numbers $1 bi-m Williams & Wilkins Co, Baltimore, Md.

J Land & Pub Util Econ—Journal of Land and Public Utility Economics. $5; single numbers $1.25 q Institute for Economic Research, 337 E. Chicago Av, Chicago

J of Business—Journal of Business of the University of Chicago. $4; single numbers $1.25. q University of Chicago Press, 5750 Ellis Av, Chicago

J Phys Chem—The Journal of Physical Chemistry. $10; single numbers $1.50 m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore

J of Research Nat Bur Stand—Journal of Research of the National Bureau of Standards. $2.50; single numbers 25c. m Superintendent of Documents, Washington, D. C.

Lib J—Library Journal. $5; single numbers 25c. s-m (m during Jl and Ag) R. R. Bowker Co, 62 W 45th St, New York

Articles of interest to special libraries are indexed

Locomotive—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn.

Mach—Machinery. $3; single numbers 35c. m Industrial Press, 148 Lafayette St, New York

Mag of Wall St—Magazine of Wall Street. $7.50; single numbers 35c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York

Management Methods. See System

Management R—Management Review. $5; single numbers 50c. m American Management Association, 20 Vesey St, New York

Formerly American Management Review

Manuf Rec—Manufacturers Record. $2; single numbers 25c. m Manufacturers Record Publishing Co, Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md.

Marine Eng—Marine Engineering and Shipping Age. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York

Marine R—Marine Review. $3; single numbers 35c. m Penton Pub. Co, Penton Bldg, Cleveland, O.

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York

Mech Handling—Mechanical Handling and Works Equipment. 12s; single numbers 10d. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. 2

Melliand—Melliand Textile Monthly. $3; single numbers 50c; cloth ed $20 per year. m Textile Manufacturers Monthly, Inc, 305 Washington St, Brooklyn, N. Y.

Name changed to Rayon & Melliand Textile Monthly, December, 1933

Metal Ind—Metal Industry. $2; single numbers 20c. m Metal Industry Pub. Co, Inc, 116 John St, New York

Metal Prog—Metal Progress. $5; single numbers 50c. m American Society for Metals, 7016 Euclid Av, Cleveland, O.

Min & Met—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York

Min Cong J—Mining Congress Journal. $3; single numbers 30c. m American Mining Congress, Munsey Bldg, Washington, D.C.

Mo U Sch Mines & Met Bul—Bulletin of the University of Missouri. School of Mines and Metallurgy. irr Univ. of Mo, Rolla

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla

Mod Plastics—Modern Plastics. $5; single numbers 50c. m Breskin & Charlton Pub. Corp, 425 Fourth Av, New York

Formerly Plastic Products

Monthly Labor R—Monthly Labor Review. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D.C.

Free to labor departments and bureaus and other offices connected with the administration of labor laws

N E L A Bul—National Electric Light Association Bulletin. $3; single numbers 25c. m National Electric Light Assn, 420 Lexington Av, New York

Replaced by the Edison Electric Institute Bulletin April, 1933

N E Water Works Assn J—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 613 Statler Bldg, Boston

Nat City Bank—National City Bank of New York. m 55 Wall St, New York

Nat Pet N—National Petroleum News. $5; single numbers 15c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O.

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.

Individual numbers variously priced. Price-list sent on request

Nat Safety N—National Safety News. $4; single numbers 40c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago

Nat Underw—National Underwriter. $4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago

Nat Underw (Life ed)—National Underwriter Life Insurance Edition. $3; single numbers 15c. w National Underwriter Co, 175 W Jackson Blvd, Chicago

Nation's Business—Nation's Business. $3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W, Washington, D.C.

N Y Pub Lib Bul—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York

Bibliographies of interest to special libraries are indexed

New England Water Works Assn. See N E Water Works Assn J

Oil & Gas J—Oil and Gas Journal. $6; single numbers 15c. w Petroleum Pub. Co, 114-116 W 2d St, Tulsa, Oklahoma

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Oil, Paint and Drug Reporter, Inc, 12 Gold St, New York

Two extra convention numbers published each year.

Opt Soc Am J—Journal of the Optical Society of America. $6; single numbers 60c. m American Institute of Physics, Inc, 11 E 38th St, New York

Paper Tr J—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York

Pet Age—Petroleum Age. $1; single numbers 25c. m Petroleum Age Pub. Co, 500 N Dearborn St, Chicago

Phys R—The Physical Review. Second Series. $15; single numbers 75c. s-m American Institute of Physics, Inc, 11 E 38th St, New York

Plastic Prod—Plastic Products. $2; single numbers 25c. m Plastic Publications, Inc, 25 Spruce St, New York

Name changed to Modern Plastics beginning September, 1934

Platers' Guide—Platers' Guide. $1. m Brass World Publishing Co, Inc, 1 Platt St, New York

Formerly Brass World

Power—Power. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Extra convention number published in Mid-December

Power Pl Eng—Power Plant Engineering. $2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago

Prof Eng—Professional Engineer. $1.50; single numbers 50c. q American Association of Engineers, 8 South Michigan Av, Chicago
Changed from bi-monthly to quarterly with April, 1933

Ptd Salesmanship—Printed Salesmanship. $3; single numbers 25c. m Dartnell Corp, 4660 Ravenswood Av, Chicago
Instead of an August number two numbers are published in September

Ptr Ink—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co, Inc, 185 Madison Av, New York

Ptr Ink Mo—Printers' Ink Monthly. $2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York

Pub Health Rep—Public Health Reports. $2; single numbers 5c. w Superintendent of Documents, Washington, D.C.

Pub Roads—Public Roads. $1; single numbers 10c. m Superintendent of Documents, Washington, D.C.

Pub Serv M—Public Service Magazine. $3; single numbers 25c. m Harvey J. Gonden, 35 East Wacker Drive, Chicago

Pub Util—Public Utilities Fortnightly. $15; single numbers 75c. b-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D.C.

Pub Works—Public Works. $3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York

Pulp & Pa of Can—Pulp and Paper of Canada. $5; single numbers 50c. m National Business Publications, ltd, Gardenvale, Que.
Extra convention number published in February

R Sci Instr—Review of Scientific Instruments with Physics News and Views. $2; single numbers 50c. m American Institute of Physics, 11 E 38th St, New York
Sent to subscribers of other periodicals of the American Institute of Physics without additional charge

Radio N—Radio News. $2.50; single numbers 25c. m Teck Publications, Inc, 461 8th Av, New York

Rand McNally Bankers Mo—Rand McNally Bankers Monthly. $5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago
Formerly Bankers Monthly

Rayon & Melliand—Rayon and Melliand Textile Monthly. $3; single numbers 50c. m Rayon Pub. Corp, [illegible] Fifth Av, New York

Ref Shelf—The Reference Shelf. irr The H. W. Wilson Co, 950 University Av, New York

Refrig Eng—Refrigerating Engineering. $5; single numbers 50c. m American Society of Refrigerating Engineers, 37 W 39th St, New York

Refrig W—Refrigerating World. $2; single numbers 25c. m Ice Trade Journal Co, 330 W 42d St, New York
Discontinued February, 1934

Roads & Sts—Roads and Streets. $2; single numbers 25c. m Gillette Pub. Co, [illegible] W Madison St, Chicago
Absorbed Engineering and Contracting, January, [illegible]

Rock Prod—Rock Products. $2; single numbers 25c. m Tradepress Pub. Corp, 330 South Wells St, Chicago

Roy Aeronautical Soc J—Journal of the Royal Aeronautical Society. £2 4s 6d; single numbers 3s 9d. m Royal Aeronautical Society, 7, Albemarle St, Piccadilly, London, W. 1

Rs Mod Phys—Reviews of Modern Physics. $4; single numbers $1.25. q American Institute of Physics, Inc, 11 E 38th St, New York

Rubber Age—Rubber Age. $2; single numbers 25c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York

Ry Age—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Co, 30 Church St, New York

Ry Mech Eng—Railway Mechanical Engineer. $3. single numbers 35c. m Simmons-Boardman Pub. Co. 30 Church St. New York

S A E J—S.A.E. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc. 29 W 39th St. New York

Safety Eng—Safety Engineering. $3; single numbers 25c. m Safety Magazine Publishing Corp, 45 John St, New York

Sales Management—Sales Management. $4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York
Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month

Sci Am—Scientific American. $4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York

Science—Science. $6; single numbers 15c. w Science Press, Grand Central Terminal, New York

Sheet Metal Worker—Sheet Metal Worker. $3; single numbers 25c. m Edwin A. Scott Pub. Co, Inc, 45 W 45th St, New York

Sibley J—Sibley Journal of Engineering. $2; single numbers. 15c. m (except Jl-S) Sibley Journal of Engineering, Inc, Ithaca, N.Y.

Soc Chem Ind J—Journal of the Society of Chemical Industry. £4 4s; single numbers 1s 10d. w Society of Chemical Industry, Central House, 46 Finsbury Sq, London, E.C. 2
In three separately paged sections; Chemistry and Industry, Transactions and British Chemical Abstracts

Soc Dyers & Col J—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists. Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England

Soc Ing Civils Bul—Mémoires et Compte Rendu des Travaux de la Société des Ingénieurs Civils de France. Bulletin. 200 fr. bi-m Hotel de La Société, 19, rue Blanche, 19 (9^{e}), Paris, France

Special Lib—Special Libraries. $5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 345 Hudson St, New York

Spectator—Spectator. $2. w Spectator Co, 243 W 39th St, New York

Stahl & Eisen—Stahl und Eisen. RM 50; single numbers RM 1.50 w Verlag Stahleisen, m.b.H, Düsseldorf, Germany, American agent, Paul F. Hermann Co, 1910 Beechwood Blvd, Pittsburgh, Pa.

Steel—Steel. $4; single numbers 25c. w Penton Pub. Co, Penton Bldg, Cleveland, O.

Survey of Cur Business—Survey of Current Business. $1.50; monthly 10c; weekly 5c. Superintendent of Documents, Washington, D.C.
Advance leaflets are distributed every week to subscribers in the United States. The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week.

System—System and Business Management. $3; single numbers 35c. m Management Publications, Inc, 330 W 42d St, New York
System became Management Methods with January, 1932 number; name changed to System and Management Methods, July, 1933; changed to System and Business Management, October, 1933

Taylor Soc & Soc Ind Eng Bul—Bulletin of the Taylor Society and of the Society of Industrial Engineers. $3. bi-m Federated Management Societies, 29 W 39th St, New York
Formerly Taylor Society Bulletin

Taylor Soc Bul—Bulletin of the Taylor Society. $3. bi-m Taylor Society, Inc, 29 W 39th St, New York

Textile Col—Textile Colorist. $5. m Textile Colorist, Inc, 233 Broadway, New York

Textile Inst J—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England

Textile World—Textile World. $3; single numbers 35c. m McGraw-Hill Pub. Co. Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York
Extra annual review number published in February

Transit J—Transit Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
Extra convention number published in October
Formerly Electric Railway Journal

Trust Companies—Trust Companies. $5; single numbers 60c. m Fiduciary Publishers, Inc. 2 Rector St. New York

U S Agric—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.

Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed

U S Bur For & Dom Com Domestic Commerce * **Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com misc ser—United * States. Bureau of Foreign and Domestic Commerce. Miscellaneous series. U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Information * **Bul**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Promotion * **Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States. Bureau of † Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Information Circ—United States. † Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Rep of Invest—United States. † Bureau of Mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Tech Pa—United States. Bu- † reau of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

U S Bur Stand Circ—United States. Bureau of ‡ Standards. Circular. U.S. Bureau of Standards, Washington, D.C.

U S Bur Stand J Research—Bureau of Standards Journal of Research. $2.50. m Superintendent of Documents, Washington, D.C.

Name changed to Journal of Research of the National Bureau of Standards with the July 1934 number

U S Geol S Bul—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.

U S Geol S Professional Pa—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Annual report

U S Women's Bur Bul—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

VDI. See Zeit Ver Deutsch Ing

W Soc E J—Journal of the Western Society of Engineers. $3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago

Water Works & Sewerage—Water Works & Sewerage. $2; single numbers 25c. m Gillette Pub. Co, Daily News Bldg, Chicago

Weekly Underw—Weekly Underwriter. $5; single numbers 25c. w Underwriter Printing and Publishing Co, 80 Maiden Lane, New York

Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer and Experimental Wireless. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1

Formerly Experimental Wireless and The Wireless Engineer

Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis, Madison

Zeit Ver Deutsch Ing—VDI. Zeitschrift des Vereines Deutscher Ingenieure. RM 52; single numbers RM 1.75 w VDI-Verlag G. m. b. H. NW 7, Dorotheenstr. 40, Berlin, Germany

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† United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

‡ The official (free) distribution of publications of the Bureau is limited to government offices, public libraries, educational institutions, scientific societies, and cooperating experts. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

Key to General Abbreviations

+	continued on later pages of the issue
abr	abridged
Ag	August
Ap	April
arch	architect
bibliog	bibliography
comp	compiled or compiler
cond	condensed
cont	continued
D	December
diag	diagram
ed	edited or edition or editor
F	February
il	illustrations
inc	incorporated
Ja	January
Je	June
Jl	July
Mr	March
My	May
n s	new series
N	November
no	number
O	October
p	page
por	portrait
pseud	pseudonym
rev	revised
S	September
sup	supplement
tr	translated or translation or translator
v	volume

Sample title: Investment trusts under the microscope. C. Williams. Mag of Wall St 51:26-8+ O 29 '32

Explanation: An article with the title given above will be found in Magazine of Wall Street, volume 51, pages 26 to 28 (continued on later pages of the issue) the October 29, 1932 number.

Abbreviations of Publishers' Names Used in Book Titles

A.I.M.E. American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.

Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia

Appleton-Century. D. Appleton-Century Co, Inc, 35 W 32d St, N.Y.

Baird. H. C. Baird & Co, 2 W 45th St, N.Y.

Blakiston. P. Blakiston's Son & Co, 1012 Walnut St, Philadelphia

Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.

Callaghan. Callaghan & Co, 401 E Ohio St, Chicago

Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.

Century Co. See Appleton-Century

Chemical Catalog Co. See Reinhold Pub. Corp.

Chemical Pub. Co, 300 N 3d St, Easton, Pa.

Columbia univ. press, 2960 Broadway, N.Y.

Crowell. T. Y. Crowell Company, 387-393 4th Av, N.Y.

Day. John Day Co, Inc, 386 4th Av, N.Y.

Dodd. Dodd, Mead & Co, 449 4th Av, N.Y.

Doubleday. Doubleday, Doran & Co, Garden City, N.Y.

Drake. Frederick J. Drake & Co, 179 N Michigan Av, Chicago

Dutton. E. P. Dutton & Co, 286-302 4th Av, N.Y.

Engineers Book Shop, 227 Park Av, New York

Ginn. Ginn & Co, (Educational text-bks.) 15 Ashburton Place, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.

Gregg. Gregg Publishing Company, 270 Madison Av, N.Y; 2500 Prairie Av, Chicago

Harcourt. Harcourt, Brace & Co, 383 Madison Av, N.Y.

Harper. Harper & Brothers, 49 E 33d St, N.Y.

Harvard Univ. Press, Randall Hall, Cambridge, Mass.

Heath. D. C. Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y; 1815 Prairie Av, Chicago

Henley. Norman W. Henley Pub. Co, Putnam Bldg, 2 W 45th St, N.Y.

Holt. Henry Holt & Co, 1 Park Av, N.Y; 2626 Prairie Av, Chicago

Houghton. Houghton, Mifflin Co, 2 Park St, Boston; 386 4th Av, N.Y; 2500 Prairie Av, Chicago; 612 Howard St, San Francisco

Knopf. Alfred A. Knopf, 730 5th Av, N.Y.

Lippincott. J. B. Lippincott Co, 227-231 S 6th St, Philadelphia

Little. Little, Brown & Co, 34 Beacon St, Boston

Liveright. Liveright Pub. Corp, 386 4th Av, N.Y.

Longmans. Longmans, Green & Co, 114 5th Av, N.Y.

McGraw-Hill. McGraw-Hill Bk. Co, Inc, 330 W 42d St, N.Y.

Macmillan. The Macmillan Co, 60 5th Av, N.Y.

Manual Arts Press, 237 N Monroe St, Peoria, Ill.

Nat. Bur. Econ. Research. National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.

National Research Council, 2101 Constitution Av, N.W. Washington, D.C.

Oxford. Oxford University Press (Clarendon Press) (American branch), 114 5th Av, N.Y.

Penton Pub. Co, 1213 W 3d St, Cleveland, O; 220 Broadway, N.Y.

Pitman. Pitman Pub. Corp, 2-6 W 45th St, N.Y.

Prentice-Hall, Inc, 70 5th Av, N.Y.

Putnam. G. P. Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N.Y.

Reinhold Pub. Corp, 330 W 42d St, N.Y.

Revell. Fleming H. Revell Co, 158 5th Av, N.Y.

Ronald Press. Ronald Press Co, 15 E 26th St, N.Y.

Routledge. Routledge, G. & Sons, Ltd, Broadway House, 68-74 Carter Lane, London, E.C. 4

Scientific Bk. Corp, 15 E 26th St, N.Y.

Scribner. Charles Scribner's Sons, 597 5th Av, N.Y; 320 E 21st St, Chicago

Simmons-Boardman. Simmons-Boardman Publishing Company, 30 Church St, N.Y.

Special Lib. Assn. Special Libraries Association, 345 Hudson St, N.Y.

Spon. E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1

Stokes. F. A. Stokes Co, 443-449 4th Av, N.Y.

Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.

Teachers College, Columbia University, 525 W 120th St, N.Y.

Univ. of Chicago Press, 5750 Ellis Av, Chicago

Van Nostrand. D. Van Nostrand Co, 250 4th Av, N.Y.

Viking Press, Inc, 18 E 48th St, N.Y.

West. West Pub. Co, 50 W 3d St, St Paul, Minn.; 2 Lafayette St, N.Y.

Wiley. John Wiley & Sons, Inc, 440 4th Av, N.Y.

Williams & Wilkins. The Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore

Wilson, H.W. H. W. Wilson Co, 950-972 University Av, N.Y.

Workers Educ. Bur. Workers Educational Bureau of America, 1440 Broadway, N.Y.

World Peace Foundation, 40 Mt Vernon St. Boston (9); 8 W 40th St, N.Y. American Agents for the Publications of the International Labor Office, and the League of Nations

Yale Univ. Press, 143 Elm St, New Haven, Conn; 386 4th Av, N.Y.

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- Our depression ended when we put fight back into our men. A. D. Brush. Sales Management 34:186-7 Mr 1 '34

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- Standard symbols and abbreviations—an ideal; adopted for use in engineering society publications. Civil Eng 4:375-7 Jl '34

ABIETIC acid
- Preparation of *l*-abietic acid (Schulz) and properties of some of its salts. S. Palkin and T. H. Harris. Am Chem Soc J 56:1935-7 S '34
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- Effect of practice upon individual differences. R. E. Perl. 54p [bibliog p49-51] pa $1 Archives of psychology, Columbia univ. '33
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- Abilities and unemployment; abstract. C. E. Kellogg and N. W. Morton. Management R 23:340 N '34
- Differential diagnosis of ability in school children. D. Segel. 86p $1.40 Warwick & York, Baltimore '34
- Do salesmen's tests work? R. S. Schultz. System 63:418-19+ S '34
- Eliminate unfit recruits and help men in slump through tests. R. B. Mitchell. Nat Underw (Life ed) 38:2 F 23 '34
- Filling the vacancy for a technical post. H. Lewis. Chem Age (Lond) 31:125-6 Ag 11 '34
- Had to hire 2,200 girls quick; Hygrade Sylvania corporation. R. E. Smith. il Factory Management 92:384-5+ S '34
- How to prepare questions for consumer research; intelligence tests are in disrepute among psychologists. H. C. Link. Ptr Ink 166:37+ Ja 11 '34
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- Survey on selecting agents shows better managers are needed; abstracts. H. G. Kenagy. Ins Field (Life ed) 63:12 N 2 '34; Nat Underw (Life ed) 38:7 N 2 '34; East Underw 35:15 N 2 '34
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Scientific literature; some problems and their remedies. T. D. A. Cockerell. Science 80: 357 O 19 '34

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Papers presented to the Academy of world economics in the city of Washington. W. F. Notz, ed. Ann Am Acad 174:153-78 Jl '34

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Dividends
Financial statements
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Highway accounting
Interest
Inventories
Municipal accounting
Overhead expense
Payrolls
Profit
School accounting
Stores systems

also subdivision Accounting under special subjects, e.g.

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Corporations
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Cements
Gelatin
Glue
Mortar
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Absorption

Carbon, Activated

ADSORPTION, Heat of

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ADULT education. See Education of adults

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ADVERTISEMENTS

Advertising museum. il Ptr Ink 166:28-9 Ja 4 '34

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Even program advertising may be made interesting; advertisements from the World's Fair horse show program. J. Mangan. il Ptd Salesmanship 62:182-3+ N '33

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Four British advertisements I like. W. Crawford. il Ptr Ink Mo 28:22-3 Ja '34

From an advertiser's scrapbook. Published in monthly numbers of Printers' ink monthly thru September

Our family advertising album. R. Giles. il Ptr Ink Mo 29:15 O; 23 N '34

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ADVERTISEMENTS—*Continued*

Preparation of the advertisement. L. D. Meredith. Bankers M 128:415-32 Ap '34

What the depression years have done to the ads. S. H. Giellerup. il Adv & Sell 23:24-6+ Ag 30 '34

See also

Advertising
Advertising—Dealer helps
Blotters
Broadsides (advertisements)
Catalogs
Package inserts
Poster stamps
Posters
Sales letters

Bleed pages

Bleed pages. il Ptr Ink Mo 29:16-18+ Ag '34

Bleed pages? Faugh! A. Stote. il Inland Ptr 94:27-8 O '34

Bleed pages? Yes, we need them! D. C. McMurtrie. il Inland Ptr 94:29-31 O '34

Books and booklets

Aetna sponsors auto show. Ptr Ink 167:91 Ap 5 '34

"And this is my kitchen" booms sales of modern ranges. B. T. Franck. il Gas Age 74:137-40+ Ag 18 '34

Booklet wins new customers; Seaboard bank. E. P. Young. il Rand McNally Bankers Mo 51:13-14+ Ja '34

Booklets that beckon. E. Peterson. il Ptr Ink Mo 29:19-20+ O '34

Brunswick teaches billiards. il Ptr Ink 169:28 O 18 '34

Campaign to close sales in few calls; Coalitosis booklet and ten mailing pieces help oil burner prospects make up their minds. J. A. Berghoff. il Ptd Salesmanship 62:170-1 N '33

Consumer booklets plus manual of information. D. Gridley. il Ptr Ink 166:80-2 Mr 22 '34

Directors write to salesmen; mail campaign of General American life insurance company, St Louis. Ptr Ink Mo 28:50 Je '34

Gas refrigerator contributes to home beauty treatments. il Gas Age 73:513-14 My 26 '34

G-M advertises consumer survey. Ptr Ink 166:72-3 Ja 4 '34

Helpful booklets. il Ptr Ink Mo 29:66-7 S '34

How Aetna sells its products by helping automobile dealers sell theirs. S. F. Withe. il Ptd Salesmanship 63:239-42 Jl '34

How direct-mail turns radio listeners into customers. P. Blakemore. Ptd Salesmanship 63:286-7+ Ag '34

How insurance companies achieve prestige through fine printing. A. D. Luse. il Ptd Salesmanship 63:133-5 My '34

How one company increases its business by helping dentists increase theirs; Ritter dental mfg. co. uses direct-mail. A. R. Barkley. il Ptd Salesmanship 64:20-3 S '34

Impressing the home owner with a respect-commanding proposal. il Sheet Metal Worker 25:47-8 Ja '34

One way to tell story of hidden parts; Timken-Detroit dramatizes axles; cards and booklet. il Ptr Ink 167:53-4 Je 7 '34

Picture book; Auburn translates story of mechanical features into simple terms. il Ptr Ink 168:78-9 Jl 5 '34

Retailers pay for this book; Sherwin-Williams promotion piece. il Ptr Ink 167:69-70 My 10 '34

Ten thousand prospects tell how to write booklets; Koppers test newspaper copy. W. T. Laing. il Ptr Ink Mo 29:27-8+ Ag '34

This de luxe Christmas suggestions booklet offers a profitable advertising idea. il Inland Ptr 94:61-2 O '34

U. S. buys some advertising; TVA booklet. il Ptr Ink 168:73-4 Ag 16 '34

Wrapping up the building. il Ptd Salesmanship 63:143 My '34

See also

Catalogs

Bibliography

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Christmas greetings. il Inland Ptr 92:73-5 D '33

Cook books and recipes

G-E sells recipe book. il Ptr Ink 167:48 Ap 12 '34

Just follow directions; details and accuracy should be the watchwords. D. B. Barnett. il Ptr Ink Mo 28:57-9+ Ja '34

Movie star recipe books help sell 500 ranges. il Gas Age 74:208+ S 8 '34

Copy

See Advertising copy

Coupons

Copy themes in coupons; consumers, via scissors, give Koppers their secrets. W. T. Laing. Ptr Ink 169:67-70 O 25 '34

Digging for facts with coupons. W. T. Laing. Ptr Ink 165:72-4 D 7 '33

Free brooms. Ptr Ink 167:32 My 17 '34

Free coal shovel offer digs up 20,000 prospects in Chicago. R. M. Boomer. il Ptd Salesmanship 63:146-7 My '34

No marked falling off in coupon inquiries. Ptr Ink 165:60 N 30 '33

Oil-O-Matic shovel plan brings sales as well as coupons. il Sales Management 34:336 Ap 10 '34

Value of the coupon. Ptr Ink 167:28-9 Je 7 '34

What the coupons brought. F. J. Meystre, jr. Adv & Sell 22:34+ Ap 26 '34

Design

Best printing is designed with an eye to sales. W. Wendell. il Ptd Salesmanship 62:234-7+ D '33

Give the advertising display breathing space. H. M. Andrews. il Ptr Ink 165:45-6+ D 28 '33

See also

Advertisements—Layout

Headlines

Questions for advertisers. A. Glim, pseud. Ptr Ink 167:86 My 3; 44-5 My 10; 72 My 17 '34

Stuttering headlines. J. A. Kiss. il Ptr Ink Mo 28:18-19 Je '34

Those markets that pop up over night; keyed headlines can help sellers find them. W. T. Laing. Ptr Ink 167:57-60 My 31 '34

Identification

Memory fodder; copy needs something that will stick in reader's mind. M. K. Powers. Ptr Ink 168:13, 16-18 Ag 23 '34

Illustrations

See Advertisements, Pictorial

Layout

Adlets; dealers build their newspaper advertisements automatically through using this block plan; Foy paint co. W. E. Backus. Ptr Ink 169:41-3 O 4 '34

British cleanliness; their newspaper advertising is marked by a liberal use of white space and short copy. il Ptr Ink Mo 29:17 Jl '34

Essentials in using small space. il Ptr Ink 166:32-4 Ja 11 '34

Give the advertising display breathing space. H. M. Andrews. il Ptr Ink 165:45-6+ D 28 '33

Jig-saw layout; a copy writer's experiment with squares and oblongs. A. B. Tuthill. il Ptr Ink Mo 29:31 O '34

Let the layout say it, too. D. Lamb. il Ptr Ink Mo 29:48+ S '34

New typography & modern layouts. F. Ehrlich. 120p, 70 charts $5 Stokes '34

Questions for advertisers. A. Glim, pseud. Ptr Ink 167:61+ Je 28 '34

Search for originality in layout designs. D. E. Lathrop. il Ptr Ink Mo 28:32-3+ Ja '34

See the pretty birdie; a note on advertising layout. A. Sussman. il Publishers' Weekly 126:187-95 Jl 21 '34

ADVERTISEMENTS—Layout—*Continued*

Write it for emphasis; penmanship in current advertising layout. H. M. Andrews. il Ptr Ink Mo 29:20-1+ S '34

Longevity

90-year-old advertisement pulls. K. L. Kirk. Ptr Ink 165:45 N 16 '33

Maps

John Held's map of New England now a collector's item. il Ptd Salesmanship 63:297 Ag '34

Name plates

Orphans of the advertising pages; brand names are minimized almost to vanishing point. H. A. Engleman. il Ptr Ink 166:92-4 F 8 '34

Position

Groucho says: Position? Ptr Ink 167:25-6 Ap 26 '34

Wrigley puts gum in gutter. il Adv & Sell 22:34 D 7 '33

Repetition

Waiting for the cumulative effect—is it an advertising alibi? V. O. Schwab. il Adv & Sell 24:19-21 N 8 '34

Why syndicate advertising in the magazines? S. M. Ramsdell. il Adv & Sell 22:21+ Ap 26 '34

Reprints

Advertising works overtime via reprints. L. H. Brendel. Ptr Ink 168:65+ Jl 26 '34

Samples

Swatches in newspapers. Ptr Ink 167:58 Ap 12 '34

Signatures

How should advertisements be signed? P. Barber. il Ptr Ink Mo 29:25+ S '34

Testing

Copy testing grows more accurate. Ptr Ink 166:61 Ja 25 '34

Count your coupons! copy-testing pays. W. T. Laing. Adv & Sell 23:24+ Je 21 '34

Digging for facts with coupons. W. T. Laing. Ptr Ink 165:72-4 D 7 '33

Does believing mean being convinced? B. Moore. Adv & Sell 23:58 Jl 19 '34

Eye vs. the ear. K. R. Dyke. Adv & Sell 22:20+ F 15 '34; Discussion (Bushels and gallons). C. S. Hester. 22:28+ Mr 15 '34; Discussion (Maybe it's copper and brass)? V. M. Ratner. 22:22+ Mr 29 '34

Is seeing believing—in advertising? B. Moore. Adv & Sell 23:30 My 10 '34

Monkey wrenches in the sales test machinery. K. Groesbeck. Adv & Sell 22:16-17+ N 23 '33

Real values base of this copy-testing. J. O. Nilan. Ptr Ink 166:49+ Mr 22 '34

Ten thousand prospects tell how to write booklets; Koppers test newspaper copy. W. T. Laing. il Ptr Ink Mo 29:27-8+ Ag '34

Testing advertisements. L. E. Firth. 282p [bibliog p271-4] $2.50 McGraw-Hill '34

Those markets that pop up over night; keyed headlines can help sellers find them. W. T. Laing. Ptr Ink 167:57-60 My 31 '34

What copy testing cannot do. K. M. Goode. il Adv & Sell 23:22-3 Jl 5 '34

What kind of copy opens pocket books? B. Moore. Adv & Sell 23:24 O 11 '34

See also

Advertising, Mail—
Testing

Typography

Introducing the new zigzag typography. il Ptd Salesmanship 62:255 D '33

Lighter types ahead. Ptr Ink 169:85 O 25 '34

Review of specimens. J. L. Frazier. Published in monthly numbers of Inland printer

Typographer calls for more dynamic use of type in all advertising. A. S. Overbay. il Inland Ptr 93:49-50 My '34

Typographic scoreboard. Published in monthly numbers of Inland printer

Write it for emphasis; penmanship in current advertising layout. H. M. Andrews. il Ptr Ink Mo 29:20-1+ S '34

See also

Advertisements,
Small space

ADVERTISEMENTS, Classified

Want ads

Want ads locate Maytag prospects. A. D. Luse. il Ptd Salesmanship 62:342-3 F '34

ADVERTISEMENTS, Humorous

Ad·verse. il Ptr Ink Mo 29:15 S '34

Advertising as insurance; flexible rubber freezing trays and grids. Ptr Ink 167:57+ Je 14 '34

Belden plugs screwless plugs with screwey ads that sell. L. B. Colby. il Sales Management 34:528 Je 1 '34

Engineers are people, too; National Carbon human-interest advertising. il Ptr Ink 168:73-4 S 27 '34

Get up to snuff. J. Mangan. il Adv Arts p13-19 Ja '34

Humor in German campaign. il Ptr Ink 167:56 Je 28 '34

Humorous postcards create business for radio service men; Hygrade Sylvania corporation. J. M. DeVoe. il Ptd Salesmanship 64:71+ O '34

Inject humor in street car advertising. il Elec Traction 30:111 Ap '34

Macy's knee action. il Ptr Ink 166:55 Ja 18 '34

Mr Futty was too good. Ptr Ink 166:59 F 22 '34

There's method in madness of Mr Fox; why General Foods uses current bran copy. il Ptr Ink 167:72-3 Ap 12 '34

This up-welling of humor. A. H. Little. il Ptr Ink Mo 29:36+ N '34

United artists add new twist to movie copy. A. R. Barkley. il Ptd Salesmanship 63:32-3 Mr '34

Valspar's self-stirring can. il Ptr Ink 168:58 S 27 '34

When to use humor. il Ptr Ink 167:28-9+ My 17 '34

ADVERTISEMENTS, Pictorial

Ad boners. C. I. Corwin. Ptr Ink Mo 29:70 N '34

Cats and elevators; influences that cause copy to start so far away. A. H. Little. Ptr Ink 167:28-9+ Ap 26 '34

Evolution of the feminine motif in automotive advertising; Cadillac campaign. J. Cleary. il Automotive Ind 70:712-13+ Je 9 '34

Getting the most out of direct mail advertising. T. M. Rodlun. il Weekly Underw 130:52-8 sec 2 My 12 '34

Give the advertising display breathing space. H. M. Andrews. il Ptr Ink 165:45-6+ D 28 '33

How illustrations are being used in house magazines. D. Gridley. il Ptr Ink Mo 28:16-18 Ap '34

Illustrations in advertising and their use. D. J. Murphy. East Underw 35:18 N 9 '34

Make 'em tired; a painting that produces yawns suggests a new creative role for advertising. P. H. Erbes, jr. il Ptr Ink 168:41-4 S 13 '34

1934. E. E. Calkins. il Adv Arts p9-12 Ja '34

Questions for advertisers. A. Glim, pseud. Ptr Ink 167:88-9 Je 7 '34

Questions for advertisers; What is function of main illustration? Should the artist sign the picture? A. Glim, pseud. Ptr Ink 167:72-3 My 17 '34

Selling in the rough. L. J. Loh. il Ptr Ink Mo 29:29+ Jl '34

Speeding up industrial copy with action. W. E. McFee. il Ptr Ink 166:37+ Mr 8 '34

What a copywriter thinks about art and the artist. W. F. McFee. il Adv & Sell 23:32+ S 13 '34

Wrong side of the cow. L. Clark. il Ptr Ink Mo 28:15 F '34

See also

Advertising characters
Advertising cut-outs
Color in advertising
Poster stamps
Posters
Show cards

ADVERTISEMENTS, Pictorial—*Continued*

Animal pictures

Animals and Standard Oil. P. H. Erbes, jr. il Ptr Ink 168:56-7, 60-1 Ag 2 '34

Cartoons

Ads profit by sly humor of sophisticated cartoonists. il Sales Management 35:55 Jl 15 '34

Amazing facts; salt advertiser takes advantage of public interest in newspaper features. il Ptr Ink 167:61 Je 7 '34

Drawings

Desha, young Croatian artist. Adv Arts p12-13 Jl '34

Five distinguished artists illustrate newspaper series for Gallant lady. pls Ptd Salesmanship 62:332 F '34

Plan that cuts catalog costs; line drawing illustrations. R. Eagan. il Ptr Ink Mo 28:23+ My '34

Exhibitions

Annual 13th art directors show. C. T. Coiner. il Ptr Ink Mo 28:18-19+ My '34

Art directors show; thirteenth annual exhibit. Ptr Ink 167:53+ Ap 19 '34

Exhibition. C. T. Coiner. Adv Arts p20 My '34

Medal winners and honorable mentions awarded at the thirteenth annual exhibition of advertising art. il Adv Arts p21-30 My '34

Twelfth annual of advertising art, New York, 1933. $6 Book service co, 15 E. 40th st, New York '33

Maps

Maps for advertising. Adv Arts p17-20 S '34

Paintings

Atelier to advertising: artists of modern French schools. C. T. Coiner. il Adv Arts p9-10 Mr '34

Photographs

Action photos and slogan sell Le Gant for Warner brothers. il Adv & Sell 22:44 Ja 4 '34

Angle-shot photos make printing at a profit. il Inland Ptr 92:41-3 N '33

Art photographs by Owen Smith make him known to his prospects. C. Lindley. il East Underw 35:49 pt 2 S 21 '34

Bagful of photographic tricks-of-the-trade. A. Barkley. il Ptd Salesmanship 62:336-9+ F '34

Color photograph by Anton Bruehl for International silk guild. Adv Arts p21 Jl '34

Cotton and Thompson win letter contest; refusing child's photograph as testimonial. Ptd Salesmanship 64:32-4 S '34

Four photos from a Columbia broadcasting system brochure "16 hours a day" designed by H. F. O'Brien. Adv Arts p28a-28d S '34

Human interest photographs as display cards and streamers; Thor washers and ironers. G. E. Mitchell. il Ptd Salesmanship 63:66-7 Ap '34

Human interest plus; Pabst-ett. il Ptr Ink 167:97 Je 14 '34

Life in the act. S. Campbell. il Adv Arts p25-7 Mr '34

Maintain the unit of sale and the volume maintains itself; Household utilities section of Marshall Field and company. E. R. Richer. il Ptd Salesmanship 62:194-5+ N '33

Newspaper photographs. H. Glen. il Ptr Ink Mo 29:29+ Ag '34

Novel photographic touch for hosiery advertising. il Ptd Salesmanship 63:142 My '34

Picture of light for everybody; cover for Light, house organ of the Incandescent lamp department of General Electric. C. R. Yeager. il Ptr Ink Mo 28:31+ Ap '34

Pictures suitable for framing make valued advertising pieces; de luxe folders of Associated oil co, San Francisco. R. L. Smith. il Ptd Salesmanship 63:284-5 Ag '34

Pictures tell the story; Chain Belt advertises construction machinery, Pumpcrete. Ptr Ink 167:112-13 Je 21 '34

Posing is passé. S. Campbell. il Ptr Ink Mo 28:24-5 Je '34

Putting new life into the still-lifes. il Ptd Salesmanship 62:172-3 N '33

Snap-shots sell. Forbes 34:14 S 15 '34

Still life; advertising photograph for the Benedict mfg. co. Adv Arts p8a S '34

Stockings; photographs by Wendell McRae. Adv Arts p12a-12d Ja '34

Portraits

5,000 individual dealers are featured by Richfield; how photographs were obtained, releases secured, copy prepared and advertising ordered for publication. il Ptr Ink 165:65-6 N 23 '33

Technique

Air brush art. C. T. Coiner. il Ptr Ink Mo 28:23 Ap '34

Art technique for tiny illustrations. H. M. Andrews. il Ptr Ink 165:32-3 N 23 '33

Cavalcade. R. Clarke. il Adv Arts p9-13 S '34

Newspaper photographs. H. Glen. il Ptr Ink Mo 29:29+ Ag '34

Third dimension car cards. il Ptr Ink 166:40 Ja 25 '34

ADVERTISEMENTS, Small space

Adlets; dealers build their newspaper advertisements automatically through using this block plan; Foy paint co. W. E. Backus. il Ptr Ink 169:41-3 O 4 '34

Art technique for tiny illustrations. H. M. Andrews. il Ptr Ink 165:32-3 N 23 '33

Essentials in using small space. il Ptr Ink 166:32-4 Ja 11 '34

5,000 individual dealers are featured by Richfield; how photographs were obtained, releases secured, copy prepared and advertising ordered for publication. il Ptr Ink 165:65-6 N 23 '33

Investing $2,500 a year in advertising. J. W. Dunegan. il Burroughs Clearing House 19:14-16+ N '34

One-inch bullets; small-space units pull when certain rules are followed. il Ptr Ink 166:51-3 Mr 1 '34

Small copy does a whopping job in Sanka's soporific program. Sales Management 33:476 N 15 '33

Small space in industrial magazines. B. F. Berfield. il Ptr Ink 167:63-6 Ap 12 '34

Small space, rightly used; Illinois power and light corporation. il Ptr Ink 166:36 F 1 '34

ADVERTISERS

Getting the baker's dozenth from the agency; by an agency principal. Ptr Ink 165:17-18+ D 28 '33

How advertisers can help censor advertising. P. B. West. Ptr Ink 169:17-18+ O 4 '34; Discussion. 169:86+ O 25 '34

Warning to advertisers, a call to action. W. C. D'Arcy. Ptr Ink 167:32-4 My 31 '34

ADVERTISING

Advertisers get new courage at A.N.A. convention; addresses of federal officials give assurance of government co-operation. Ptr Ink 165:25-6+ N 23 '33

Advertising. T. H. Price. Comm & Fin 23:907-8 N 14 '34

Advertising distinction. Ptr Ink 166:90 F 22 '34

Advertising must fight, as well as clean up. G. Hodges. Ptr Ink 167:33-4+ Ap 19 '34

Advertising on trial; A.F.A. convention calls witnesses. B. A. Grimes. Ptr Ink 167:37+ Je 21; 41-6 Je 28 '34

Advertising saves a city; Remington Arms recovers dangerous stolen explosive. il Ptr Ink 169:24 O 11 '34

Advertising success story: Dr. Lyon's. H. A. Weissman. il Ptr Ink 167:7+ Ap 26 '34

Advertising's role in this transitional period. J. Rorty. Ptr Ink 166:12-13+ F 15 '34

Are we selling entertainment or merchandise? J. L. McPeak. il Adv & Sell 22:30+ Ja 18 '34

A.N.A. presses its fight on forced circulation. Ptr Ink 167:37+ Je 14 '34

Association of national advertisers 24th annual convention, Washington, D.C. Sales Management 33:534+ D 1 '33

Banker sees continuing need of advertising. E. W. Stetson. Ptr Ink 165:41+ N 23 '33

ADVERTISING—*Continued*

Better times in 1934, predicts this master salesman. R. H. Grant. Ptr Ink 166:48-50+ Ja 18 '34
Big city complex is drag on retail promotion. D. F. Sullivan. Ptr Ink 167:81+ Je 7 '34
Books that should be written. L. Chalkley, jr. Ptr Ink 165:40 N 30 '33
Compete with U. S.? Outsell, out-advertise government. Ptr Ink 168:17-18 S 13 '34
Competition: the life of advertising. J. Calhoun. il Adv & Sell 22:15+ Mr 29 '34
Courageous selling and what it can mean to recovery. E. E. Calkins. Adv & Sell 22:16-17+ F 1 '34
Damns national advertisers and agencies; abstracts. K. Collins. Adv & Sell 23:22+ O 11 '34; Ptr Ink Mo 29:18+ N '34; Discussion. S. Ellis and others. Adv & Sell 24:24+ N 8 '34
Does advertising pay during a depression? survey of national advertising in relation to dividends. F. E. Fehlman. il Adv & Sell 23:18+ My 24 '34
Editorials written by leading advertising men. Published in monthly numbers of Nation's business
Fatuous fetishes. T. H. Thompson. Ptr Ink 166:13+ Mr 8 '34
Fight back! A. B. McIntire. Ptr Ink 167:64-6 My 31 '34
Firm believer in advertising is H.R.H. the Prince. Ptr Ink 168:12 Jl 12 '34
Four A's ponder public attitude on advertising. Sales Management 34:518-19+ Je 1 '34
Grand opera, symphonies and cigarettes; can high hat advertising be expected to reach masses? F. Finney. Ptr Ink 166:13, 16 Ja 25 '34; Discussion (In defense of Mr. Hill). A. P. Ames. 166:53, 56 F 1 '34; (High hats for low brows). W. D. Murphy and others. 166:61-2+ F 8 '34
How to make the most out of premiums. il Ptr Ink Mo 28:68-70+ My '34
How unequal distribution of wealth hampers advertising. J. Calhoun. il Adv & Sell 23:15-17 Jl 5 '34; Discussion. 23:34+ S 13 '34
In place of price wars; codes offer opportunity for better advertising, research and production methods. Ptr Ink 167:64 My 3 '34
In the movies again; advertising as represented in Housewife. Ptr Ink 168:60 Ag 30 '34
Inexperience causes waste. W. S. Lockwood. Ptr Ink 168:48 Ag 9 '34
Let's face the music. Ptr Ink 166:104-5 Mr 8 '34
Like the Chinese fisherman, American business must play fair with the cormorant. K. M. Goode. il Adv & Sell 23:15+ My 24 '34
Making millions read and buy. W. A. Thomson. 248p $3 Walter Drey, New York '34
Mr. Roosevelt's challenge; shorter week idea an opportunity for advertisers. Ptr Ink 166:7, 10, 12 Mr 15 '34
Modern advertising makes money! K. M. Goode. 203p $2.75 Harper '34
More fatuous fetishes. J. M. DeVoe. Ptr Ink 166:16 Mr 22 '34
Our master's voice; advertising. J. Rorty. 394p $3 Day '34; Review. Ptr Ink 167:89-90+ My 10 '34; Review. R. S. Durstine. Adv & Sell 23:26+ My 10 '34
Pitfalls of advertising and advertising men. G. W. Allen. Am Gas Assn Proc 1933:676-80
Plain words to plain folks. R. Dickinson. Ptr Ink 167:7-8+ My 3 '34
Points of advertising interest at the Fair. C. Moran. il Ptd Salesmanship 63:236-8 Jl '34
Praise from the General. H. S. Johnson. Ptr Ink 168:63-4 Jl 19 '34
Says A.N.A. to A.B.C. Ptr Ink 169:78 N 1 '34
Shyster advertising tricks kill good-will. G. Buck. Ptr Ink 168:49-50+ Ag 30 '34
Sir George Crain tilts his lance in defense of fair ivory soap. Ptd Salesmanship 63:92 Ap '34
Threat of monopoly to advertising. W. P. Mangold. Adv & Sell 22:19+ F 15 '34
Threat of monopoly to advertising just doesn't exist. P. Hillery. Adv & Sell 22:24-5+ Mr 15 '34
To advertisers: revert. H. A. Groth. Ptr Ink 166:17-18 Mr 29 '34
Trebled advertising doubles Vick sales during depression. Sales Management 33:536 D 1 '33
Waste in advertising, yes; also definite utility. H. Tipper. Ptr Ink 169:74-8 O 18 '34
What advertising men think of consumers. Sales Management 34:442+ My 1 '34
What Groucho says; the forgotten men and women. Ptr Ink 166:12 Mr 1 '34
What the consumer thinks of advertising—a lowdown. il Sales Management 34:322-5 Ap 10 '34
What they said at the annual convention of the Advertising federation of America. Adv & Sell 23:30 Jl 5 '34; Sales Management 35:30 Jl 1 '34
What's the matter with advertising? G. Buck. 36p Glen Buck co, Chicago '34
When an advertising agent really gets mad. W. T. Prosser. Ptr Ink 168:76+ Ag 2 '34
Where does advertising begin? J. Dunaway. Ptr Ink Mo 28:53 Mr '34
Who? what? why? where? General electric company advertising. C. H. Lang. Ptr Ink 167:110+ Ap 26 '34
Why advertising will live. B. Barton. Ptr Ink 168:21+ Jl 5 '34
With apologies to Will. R. H. Butz. Ptr Ink 168:21+ Ag 23 '34

See also
Advertisements
Advertising agencies and other headings beginning Advertising
Audit bureau of circulations
Bank advertising
Business
Catalogs
Color in advertising
Community advertising
Containers
Electric signs
House organs
Merchandizing
Money raising campaigns
Moving pictures in advertising
Posters
Premiums (merchandizing)
Printing trade—Advertising service
Purchasing—Advertising aids
Radio advertising
Safety advertising
Sales letters
Show windows
Slogans

also subdivision Advertising under special subjects, e.g.
Automobile industry and trade
Book industry and trade
Chain stores
Department stores
Gas, Natural
Gas industry
Insurance trusts
Mail order business
Printing trade
Railroads
Retail trade

Accounting

Advertising chart; Printers' Ink's black, white and gray list shows proper allocation of budget. Ptr Ink 168:69, 71-2 Jl 26 '34
Advertising is capital investment. A. Wineburgh. Ptr Ink 165:36-8 D 21 '33
Black list those unfair charges on the appropriation. Ptr Ink 165:81 D 28 '33
Budget your advertising for economy and best results; State-planters bank and trust co, Richmond, Va. R. Scorgie. Rand McNally Bankers Mo 51:612-13+ O '34
How to stop those raids; advertising budget should not be a catch-all. Ptr Ink 168:85 Jl 5 '34

Advertising

British advertise advertising; newspaper and poster space, donated in off-seasons. A. C. Blake. Ptr Ink 168:63-4 Ag 9 '34

Architects, Appeal to

This plan cuts direct-mail waste; special mailings, released when needed; Structural slate company and Natural slate blackboard company. R. Robbins. Ptr Ink Mo 28:21-2+ Mr '34

Boys, Appeal to

Babe Ruth, in radio contest, enlists kids for Standard Oil. il Sales Management 34:13 Ja 1 '34
Babe Ruth to sponsor radio contest. Ptr Ink 165:52 D 28 '33

ADVERTISING—*Continued*

Children, Appeal to

For the young collector; Post's 40% bran flakes. il Ptr Ink 168:24 Ag 23 '34
Packages aid appetite; food containers that induce little folk to eat more. Ptr Ink 166:36 Mr 29 '34
Radio's most critical audience, children. B. A. Grimes. il Ptr Ink Mo 28:23+ Je '34
This juvenile market. E. E. Grumbine. il Ptr Ink 168:12, 16-18+ Jl 19; 45, 48-50 Jl 26; 67-70 Ag 2 '34
22,000 youngsters, on Tydol map, follow Byrd to South pole. il Sales Management 35:68+ Jl 15 '34

Continuity

150 years an advertiser; D. Landreth seed company. Ptr Ink 166:94-5 Mr 22 '34

See also
Advertising appropriations

Contractors, Appeal to

Pictures tell the story; Chain Belt advertises construction machinery, Pumpcrete. Ptr Ink 167:112-13 Je 21 '34

Copy

See Advertising copy

Cost

Mechanical costs. Ptr Ink 167:56 My 3 '34
What advertising costs the advertiser; Curtis exhibit. Ptr Ink 167:21+ My 10 '34

Dealer cooperation

And then dealers advertised; Royal typewriter. W. A. Metzger. Ptr Ink 169:45, 48-9 N 8 '34
Asparagus and mayonnaise in sales drive. il Ptr Ink 167:48 Ap 26 '34
Dealers supply the cards; Johnson motor company, Waukegan, Ill. il Ptr Ink Mo 29:64+ S '34
Encore; success of nationally advertised event prompts Bauer & Black to sponsor a second one. il Ptr Ink 167:37-8 My 24 '34
5,000 individual dealers are featured by Richfield; how photographs were obtained, releases secured, copy prepared and advertising ordered for publication. il Ptr Ink 165:65-6 N 23 '33
4,000 dealers join in this safety campaign; Three In One helps bicycle and roller skate sales. Ptr Ink 169:81-2 O 4 '34
General Mills-7,500 bakers push "eat bread four times a day." Sales Management 35:316 O 1 '34
How Dennison paints an advertising picture for dealers. il Ptd Salesmanship 62:341 F '34
124 department stores back this campaign; Chatham blankets. E. Peterson. il Ptr Ink 168:69+ Ag 23 '34
Southern California Edison pays dealers' advertising in cooperative campaign. il Elec West 73:22 O '34
Teaching dealers the ABC's of advertising; Blue Flash gasoline. Ptr Ink 167:61, 64-5 My 17 '34
3,000 dealers in sales drive; Armstrong Cork. R. Winslow. il Ptr Ink 168:29-30 S 20 '34
What to tell dealers about consumer advertising; S. C. Johnson & son. il Ptr Ink 168:81-3 Ag 30 '34

Dealer helps

Adlets; dealers build their newspaper advertisements automatically through using this block plan; Foy paint co. W. E. Backus. il Ptr Ink 169:41-3 O 4 '34
Beauty hints sell glasses; American optical company. il Ptr Ink 167:92 Ap 19 '34
Damns national advertisers and agencies; abstracts. K. Collins. Adv & Sell 23:22+ O 11 '34; Ptr Ink Mo 29:18+ N '34; Discussion. S. Ellis and others. Adv & Sell 24:24+ N 8 '34
Dealer helps that don't. A. H. Little. Ptr Ink 168:61-4 Ag 23 '34
Dealer helps that help; Simmons builds them entirely from retail point of view. J. W. Hubbell. il Ptr Ink 168:25-8 S 27 '34
Dealer key of this plan; Marshall furnace co. adds 100 per cent more distributors by unusual follow-through method. C. S. Stout. il Ptr Ink 169:59-60+ N 1 '34
Foot-in-the-door campaign; rubber automobile helps De Soto salesmen get face to face with prospects. il Ptr Ink Mo 29:15+ Jl '34
Guaranteed results; Baby bear products corp. of Buffalo. il Ptr Ink 168:96-7 S 27 '34
Imagination dramatizes the most humdrum of products; Armco ingot iron. W. E. McFee. il Ptd Salesmanship 62:188-9 N '33
Mail campaign in step with housing act; Barrett roofing works closely with dealers. E. Peterson. il Ptr Ink 169:72-4+ O 25 '34
Make dealers want displays. A. M. Howe. il Ptr Ink Mo 29:26-8+ S '34
Nature co-operates with Shuglov campaign; Goodrich overshoes advertising. il Ptr Ink 165:66+ D 28 '33
Plans for obtaining business under the National housing act. J. L. Scott. il Ptd Salesmanship 64:14-17 S '34
Weather is selling asset when capitalized this way; Pyrene gives retailers post-storm direct mail on tire chains. il Ptr Ink 165:55-6 D 7 '33
Why dealers refuse to buy direct-mail material. E. J. Hegarty. Ptr Ink 168:53+ S 27 '34
Window display gives long service; copy changes keep it alive by featuring related products; Savogran company. C. H. Frankenberg. il Ptr Ink Mo 29:19-20 N '34

See also
Show cards

Dealers, Appeal to

Broadside brevity. A. M. Howe. Ptr Ink 168:29, 33-5 Ag 23 '34
Business paper inserts help dealers harness national advertising; Minnesota Valley canning company. Sales Management 33:476 N 15 '33
Converter goes to retailer in style campaign; Allied kid company. R. E. Binger. il Ptr Ink 168:37+ S 20 '34
Educational program operates on two fronts; Geo. Worthington co. campaign directed at hardware dealers, adapted for purchasing agents. G. Worthington, jr. il Ptr Ink 165:67-70 D 14 '33
Growth of business-paper advertising idea; American handle company. T. C. Rose. il Ptr Ink 168:52+ Ag 16 '34
Helps resell radio sets to farmers; National Carbon's campaign directed at unwired homes. H. M. Warren. il Ptr Ink 167:45, 48-50 Ap 5 '34
Hooks that help sales letters produce. W. T. Laing. Ptr Ink 167:57, 60-2 Ap 19 '34
How mail tests found our best approach for a new product; Everseal, for repairing leaky auto radiators. J. K. Crippen. Sales Management 35:418 O 20 '34
How to sell the small town merchant by mail. G. V. Jones. Adv & Sell 23:32+ Ag 16 '34
Keeping dealers sold by direct mail. E. G. Swanson. Ptr Ink 169:53+ O 11 '34
Letters fill gaps between salesmen's calls; Chatham manufacturing company. T. J. Sheehe. Ptr Ink 166:32-4+ Mr 22 '34
Mail campaign in step with housing act; Barrett roofing works closely with dealers. E. Peterson. il Ptr Ink 169:72-4+ O 25 '34
Mail drive doubles sales; built around a new leader, Satintex, campaign gets dealers behind entire line; F. O. Pierce company. R. E. Donnoly. il Ptr Ink 169:56, 60 N 15 '34
Manufacturer's service that puts retailers in the spotlight; the Pioneer suspender company. A. D. Luse. il Ptd Salesmanship 63:73-5+ Ap '34
One way to tell story of hidden parts; Timken-Detroit dramatizes axles; cards and booklet. il Ptr Ink 167:53-4 Je 7 '34

ADVERTISING—Dealers, Appeal to—*Continued*

Personalized sales letters increased our profit; Nunn Bush and Weldon shoe company. W. Fanning. System 63:419-20+ S '34

Prestige and orders; Pioneer suspender company, Philadelphia. Ptr Ink 165:34 N 16 '33

Sales letters. D. Gridley. Ptr Ink 169:65-6+ O 11 '34

Selling a new sales policy to the dealer; Holmes & Edwards conduct institutional campaign but the copy is specific. il Ptr Ink 165:69-70+ N 23 '33

17 per cent return from a letter, reply card and enclosure; Galion allsteel body company's mailing to Chevrolet dealers. B. J. Heiser. il Ptd Salesmanship 63:282-3 Ag '34

Showing the dealer how; three types of solicitations which bring sales from undeveloped fields for cheesecloth. il Ptr Ink 167:65-6 Je 7 '34

Standard Brands gets 1,500 dealers on its weekly special bandwagon. il Sales Management 34:93-4 F 1 '34

Swagger styles strike a modern note in apparel merchandising; Pioneer belts. M. M. Dreyfus. il Ptd Salesmanship 62:180-1+ N '33

Three letters that pulled when mailed with sample catalog pages; Schollhorn pliers and tool specialties. Ptr Ink 167:65-6 Ap 26 '34

Dentists, Appeal to

Dentists are people, too. il Ptr Ink 167:93-4 Je 21 '34

Directories

Changes in advertising accounts, agencies, personnel, etc. Published in bi-weekly numbers of Advertising and selling

Standard advertising register. 1006p National register pub. co, 853 Broadway, New York '33

Discontinuance

See Advertising—Continuity

Drama

Advertising convention on Broadway; new play shows men on the loose. E. Peterson. Ptr Ink 168:61-2 S 6 '34

Economic aspects

Advertising helped farmers to win stable markets; California prune industry. N. W. Mogge. Ptr Ink 166:6+ Ja 4 '34

Advertising is capital investment. A. Wineburgh. Ptr Ink 165:36-8 D 21 '33

Advertising is sound economics. H. Martyn. Ptr Ink 165:61-2, 64-5 D 28 '33

Advertising under fire. H. K. McCann. Ptr Ink 166:17-18 F 1 '34

Argument for emotion in selling goods. G. Hodges. Ptr Ink 168:60-2 Jl 5 '34

Brand names, quality, and price. C. Wilcox. Ann Am Acad 173:80-5 My '34

Groucho says: No death knell of advertising. Ptr Ink 167:24 Ap 19 '34

Let's raise the cost of distribution! A. Hirose. il Adv & Sell 22:17+ Mr 29 '34

Open letter to Ben Lichtenberg. J. Rorty. Adv & Sell 22:20-1+ Mr 29 '34; Reply. B. Lichtenberg. 22:22+ Ap 12 '34

Over the coffee. J. O. Lashar. Ptr Ink 168:17-18+ S 20 '34

Present-day advertising—the consumer's viewpoint. C. E. Warne. Ann Am Acad 173:70-9 My '34

P & G's employment plan is Procter's memorial; views on advertising. Ptr Ink 167: 78+ My 10 '34

Some advertising facts for government skeptics. B. Lichtenberg. Ptr Ink 166:81-2+ F 22 '34

Tugwell's mischievous ideas about advertising. W. S. Groom. Ptr Ink 166:32-4+ Mr 1 '34

What advertising costs the advertiser; Curtis exhibit. Ptr Ink 167:21+ My 10 '34

What economists say about advertising. Ptr Ink 167:33-4+ Je 7 '34

Whither advertising? A. B. McIntire. Comm & Fin 23:153-4 F 14 '34

Why freedom of advertising means free press. A. D. Lasker. Ptr Ink 168:17-20 S 27 '34

Employees, Appeal to

Employee market; General foods corporation. il Ptr Ink 168:102 Ag 16 '34

Engineers, Appeal to

Engineers are people, too; National Carbon human-interest advertising. il Ptr Ink 168: 73-4 S 27 '34

How to talk to engineers. Ptr Ink 169:28 O 11 '34

Failures

Fourteen reasons why advertising sometimes fails. R. D. Mansfield. Ptr Ink 165:17-18+ N 23 '33

When advertising flops. R. W. Palmer. Ptr Ink 169:7+ O 11 '34

Family of products

Campbell introduces new soups with national advertising. il Ptr Ink 166:18 Ja 18 '34

Copy problems; du Pont finishes. il Ptr Ink Mo 29:37 Ag '34

How a new cosmetic family was introduced; Hudnut's venture with popular-priced line. D. K. Healy. Ptr Ink 167:72-3 Je 14 '34

Mail drive doubles sales; built around a new leader, Satintex, campaign gets dealers behind entire line; F. O. Pierce company. R. E. Donnoly. il Ptr Ink 169:56, 60 N 15 '34

These letters sell one out of six; highest priced item in line featured first; Scott grass seeds. C. B. Mills. Ptr Ink Mo 28: 27+ Ap '34

Farmers, Appeal to

Farm copy for the new deal. H. C. Briney. il Ptd Salesmanship 62:325-8+ F '34

Horse talk; association advertises contest to stimulate interest in horses and mules as farm power. il Ptr Ink 167:100+ Ap 19 '34

Making Main street "want it." M. Dana. il Adv & Sell 22:19+ Mr 15 '34

Satisfied customers speak out in meeting; Letz manufacturing co. machinery for grinding roughage into feed. Ptr Ink 166: 57-8 Mr 29 '34

To market, to market—; Swift tells the farmer how. il Adv & Sell 22:33 D 7 '33

Wrong side of the cow. L. Clark. il Ptr Ink Mo 28:15 F '34

Hotel market, Appeal to

Copy problems; Cannon Mills towels; advertising campaign, directed at the hotel trade. il Ptr Ink Mo 29:31 S '34

Housing act tie-in

Advertising on Housing act gets under way; newspapers, manufacturers, retailers, banks tie in. il Ptr Ink 168:64-6+ S 6 '34

Banks and housing; newspaper advertising to induce home owners to renovize. il Ptr Ink 168:81-2+ S 27 '34

Chains back housing drive. il Ptr Ink 169:52 N 8 '34

Housing drive shows gains; linage, both national and local, increases. Ptr Ink 169: 69, 72-3 O 4 '34

Mail campaign in step with housing act; Barrett roofing works closely with dealers. E. Peterson. il Ptr Ink 169:72-4+ O 25 '34

Moffett meets agents; progress in housing plan is told. Ptr Ink 168:12 S 13 '34

Plans for obtaining business under the National housing act. J. L. Scott. il Ptd Salesmanship 64:14-17 S '34

Sales urge in housing copy. il Ptr Ink 169:65-6+ O 18 '34

When U.S. backs advertising. Ptr Ink 169: 116+ N 15 '34

Industries, Appeal to

Copy problems; American Cyanamid. il Ptr Ink Mo 29:28 O '34

Direct-mail increased our business 40 per cent in 1933 and 80 per cent in 1934; Stoody company. D. E. Staley. il Ptd Salesmanship 64: 82-4 O '34

Educational program operates on two fronts; Geo. Worthington co. campaign directed at hardware dealers, adapted for purchasing agents. G. Worthington, jr. il Ptr Ink 165: 67-70 D 14 '33

ADVERTISING—Industries, Appeal to—*Cont.*

Follow-up letter brings 18 per cent return after four previous letters fail; Allen soldering supplies. G. E. Mitchell. il Ptd Salesmanship 63:281 Ag '34

How a British valve manufacturer overcame 12 years of depression; J. Blakeborough and sons ltd. W. B. Downey. il Ptd Salesmanship 62:346-7+ F '34

Industrial copy; whether it should be long or short depends on desired objective. Ptr Ink 166:68 Mr 29 '34

Industrial selling; three specific methods. J. A. Murphy. Ptr Ink 168:65+ Jl 5 '34

Letter campaign basis of this industrial promotion; Westinghouse motors. P. Ruprecht. il Ptr Ink Mo 29:26-8 O '34

New fields for industrial advertising. E. G. Grace. Ptr Ink 166:20-1 F 1 '34

New product—and not much money to spend: any chance? il Sales Management 33:535 D 1 '33

News copy in business papers; American Bemberg. il Ptr Ink 166:88+ Ja 25 '34

Personal touch doubles sales letter results; Rockbestos products corporation uses photograph of sender. K. A. Redfield. Ptr Ink 165:12-13 N 16 '33

Product use, basis of this industrial advertising. il Ptr Ink 168:75-6 Ag 16 '34

60 salesmen delivered 6,000 catalogs in 45 days; Fisher governor company. K. R. D. Wolfe. il Ptd Salesmanship 62:344-5+ F '34

Speeding up industrial copy with action. W. E. McFee. il Ptr Ink 166:37+ Mr 8 '34

Inquiries

How to handle consumer inquiries; Armstrong cork company. Ptr Ink Mo 28:20-1+ F '34

Inquiry costs. Ptr Ink 167:77-80 Je 28 '34

Magazine inquiries. Ptr Ink 166:67 Mr 8 '34

90-year-old advertisement pulls. K. L. Kirk. Ptr Ink 165:45 N 16 '33

No marked falling off in coupon inquiries. Ptr Ink 165:60 N 30 '33

What advertisers are doing with inquiries from consumers. R. W. Palmer. Ptr Ink 166:55-7+ Ja 4 '34

See also

Follow-up systems

Jobber cooperation

Three letters that pulled 48% returns; Master tire and rubber corp. F. C. Millhoff. Ptr Ink 169:65-7 N 1 '34

Jobbers, Appeal to

Biggest kidnap scheme they ever was; automatic washer uses ingenious theme in successful new dealer campaign. il Ptr Ink 165:13+ D 28 '33

Dealer key of this plan; Marshall furnace co. adds 100 per cent more distributors by unusual follow-through method. C. S. Stout. il Ptr Ink 169:59-60+ N 1 '34

Ten-year campaign to win the jobber; Benedict mfg. co. silver-plated soda-fountain equipment. L. E. Barnes. Ptr Ink Mo 27:15+ D '33

Why jobbers listened—and bought—when we introduced Pyro 200; U.S. industrial alcohol company. L. S. Gillette. il Sales Management 33:494+ N 15 '33

Laws and regulations

Almost forgotten buyers; how the government can help them and how the reformers can't. T. S. Harding. Ptr Ink 167:25-6+ My 10 '34

A.N.P.A. asks Copeland bill revisions. Ptr Ink 167:77, 80-1 My 3 '34

Asks ban on "inaccurately." Ptr Ink 168:68 Ag 30 '34

A.N.A. calls for fight on Copeland bill. Ptr Ink 166:21, 24-6 F 22 '34

Branded beer meets an obstacle; by an agency vice-president. Ptr Ink 166:73-4 Ja 25 '34

Call for Mr. Rorty; reply to a *Nation* contributor. R. Dickinson. Ptr Ink 166:29, 32-4 Ja 18 '34

Censorship of the air. Ptr Ink 168:12, 16 Ag 2 '34

Food and drug bill revision sure. G. A. Nichols. Ptr Ink 165:6+ N 23 '33

For advertising's sake; newspaper publishers' attack upon pure food and drugs bill. R. H. Waldo. Adv & Sell 23:19+ My 10 '34

German advertisers toe the mark under government decree. Sales Management 34:343 Ap 10 '34

German advertising law ends evil practices. E. H. Douglas. il Adv & Sell 22:16-17+ D 21 '33

German side of Herr Hitler's advertising law. E. H. Douglas. Ptr Ink 165:62-3 D 21 '33

Germany's new advertising law. J. C. Silber. Ptr Ink 166:88-90 Ja 18 '34

Herr Goebbels issues his rules governing advertising. Ptr Ink 165:37+ N 30 '33

How Germany controls advertising. A. Glim, pseud. Ptr Ink 167:93, 96-8, 100-3+ Ap 19-26 '34

How Tugwell bill should define false advertising. D. F. Cavers. Ptr Ink 165:68-9+ D 21 '33

Instalment terms must be specific; NRA's quiet revolution in advertising methods. C. M. Wright. Ptr Ink 167:12+ My 10 '34

Kingfish cheers; Louisiana Long bill. Ptr Ink 168:72 Ag 16 '34

Liquor advertising in dry states. Ptr Ink 165:85+ N 16 '33

NRA codes won't harm the decent advertiser; application of cost principle will be reasonable. C. M. Wright. Ptr Ink 167:21+ My 24 '34

Nine objections to the Tugwell bill—with their answers. Adv & Sell 22:13-15+ N 23 '33

No government bureau shall censor advertising. E. E. Calkins. Ptr Ink Mo 27:27-8+ D '33

Post office lists dry states. Ptr Ink 165:16 D 7 '33

P. O. order 4755 and its effect on dealer's advertising. Ptr Ink 166:81+ F 8 '34

Professor Cavers gives battle. Ptr Ink 166:21+; Reply. R. Dickinson. 24-6 Ja 4 '34

Publishers crimp Huey. Ptr Ink 168:92 S 27 '34

Publishers prepare to fight Long's tax law. Ptr Ink 168:29-30 Jl 26 '34

Radio censorship July 1. Ptr Ink 167:17-18 My 24 '34

Says Bureau of standards: Help yourself; use of material published in reports. Ptr Ink 167:86 Je 7 '34

Statement of policy in regard to Copeland bill and Lynd plan. Adv & Sell 22:13-14 F 1 '34

Swiss regulations as to spurious vitamins. Soc Chem Ind J (Chem & Ind) 53:53-6 Ja 19 '34; Abstract. J Fr Inst 217:400-1 Mr '34

Tugwell bill. Adv & Sell 22:18+ D 7 '33

What kind of regulation does advertising need? E. E. Calkins. Adv & Sell 22:15-16+ D 7 '33; Discussion (What kind of regulation would the Tugwell bill provide?). A. Heald. 22:14 D 21 '33

Where and how liquor may be advertised. Ptr Ink 168:53-4, 59-60 S 6; 69, 72-3+ S 13 '34

Why honest food companies oppose Tugwell bill. L. V. Burton. Ptr Ink 165:40-1 N 16 '33

See also

Advertising, Fraudulent

Localization

Custom-built local advertising helps Ford double sales. L. M. Hughes. il Sales Management 35:298-9+ O 1 '34

5,000 individual dealers are featured by Richfield; how photographs were obtained, releases secured, copy prepared and advertising ordered for publication. il Ptr Ink 165:65-6 N 23 '33

Localizing the campaign; Continental oil company. W. I. Nunn. il Ptr Ink 169:41+ N 8 '34

Pepperell's home-town campaign. il Ptr Ink 167:81-2 Ap 12 '34

ADVERTISING—*Continued*

Men, Appeal to

Men like swank in advertising; store for men, Marshall Field & company. E. R. Richer. il Ptr Ink Mo 29:24-5 O '34
Notes and trends of gas advertising today; suggestion that gas companies advertise to men. il Am Gas J 140:15-17 F '34
Who buys what? P. Arnold. Adv & Sell 23:27-8+ Jl 19 '34

Physicians, Appeal to

Advertising to doctors. il Ptr Ink 166:38-40 F 15 '34
Cards for physicians. Oil Paint & Drug Rep 125:32A Ap 30 '34
Doctors are people even as you and I. W. J. Weir. Ptr Ink 167:61-2 My 10 '34

Prize contests

Advertising contests as seen from the inside. E. M. Rushmore. Ptr Ink 165:6+ D 28 '33
Agfa's Hollywood contest. Ptr Ink 167:36 My 3 '34
Babe Ruth, in radio contest, enlists kids for Standard Oil. il Sales Management 34:13 Ja 1 '34
Babe Ruth to sponsor radio contest. Ptr Ink 165:52 D 28 '33
Banana show card contest. Ptr Ink Mo 28:47 Je '34
Beauty soap addicts compete for annuity; annuity issued by Union Central Life offered as prize in contest sponsored by Procter and Gamble company. Weekly Underw 131:122 Jl 21 '34
Bénédictine debate; four winners declared in oldest product contest. il Adv & Sell 23:56+ Jl 19 '34
Broadcast aimed at small boys brings business; Pocahontas oil corp. Nat Pet N 26:30 Ja 17 '34
Contest based on premiums. Ptr Ink 166:74 F 1 '34
Free offers continue to hold strong appeal. Adv & Sell 23:27, 40 O 11 '34
Grocers' names. Ptr Ink 167:82 Ap 12 '34
Horse talk; association advertises contest to stimulate interest in horses and mules as farm power. il Ptr Ink 167:100+ Ap 19 '34
How Bemberg enlists the support of distribution's forgotten man, the retail salesman. il Adv & Sell 22:20 Mr 15 '34
More apologies to Will; a facsimile factory. R. H. Butz. Ptr Ink 168:104-5 S 13 '34
More glass for homes. Ptr Ink 167:84 Je 28 '34
Movie star recipe books help sell 500 ranges. il Gas Age 74:208+ S 8 '34
Oats and bicycles. Ptr Ink 168:18 S 6 '34
Puzzles, premiums, and prizes. il Adv & Sell 23:42 Ag 16 '34
Sears Roebuck's cover contest draws two miles of art work. il Adv & Sell 23:34 Jl 5 '34
Soap sculpture. il Ptr Ink 166:74+ Mr 22 '34
Speaking of salt; Myles company finds way to advertise it. il Ptr Ink 168:88-9 Jl 12 '34
3,000 dealers in sales drive; Armstrong Cork. R. Winslow. il Ptr Ink 168:29-30 S 20 '34
Three-way contest; Pro-phy-lac-tic brush company. il Ptr Ink 168:20 S 6 '34
Win a dollar campaign pulls a million suggestions for Seminole. Sales Management 35:194 S 1 '34
Word contests as seen by the judge. R. W. Anderson. Ptr Ink Mo 28:40+ Mr '34

Psychology

Consumer is not king. C. Bennett. Ptr Ink Mo 28:18+ F '34
Consumers articulate; mass reaction to advertising endangers high and low standards alike. C. B. Larrabee. Ptr Ink Mo 29:21, 51 O '34
Consumers create own desires. F. A. Taylor. Ptr Ink Mo 28:53-4 Je '34
Eye vs. the ear. K. R. Dyke. Adv & Sell 22:20+ F 15 '34; Discussion (Bushels and gallons). C. S. Hester. 22:28+ Mr 15 '34; Discussion (Maybe it's copper and brass)? V. M. Ratner. 22:22+ Mr 29 '34
Gaping millions at Chicago fair give advertisers lessons in mass merchandising strategy. J. P. Van Zandt and L. R. Walter. il Sales Management 34:296+ Ap 1 '34
How to prepare questions for consumer research; intelligence tests are in disrepute among psychologists. H. C. Link. Ptr Ink 166:37+ Ja 11 '34
Make 'em tired; a painting that produces yawns suggests a new creative role for advertising. P. H. Erbes, jr. il Ptr Ink 168:41-4 S 13 '34
Psychology of financial merchandising. L. D. Meredith. Bankers M 128:169-83 F '34
Public is fickle in fixing brand preference; even NRA rises and falls on popular opinion. H. C. Link. Ptr Ink 166:41+ F 15 '34
Rise and fall of brands; a study of psychology and dynamic research. H. C. Link. Ptr Ink 167:48+ Je 21 '34
Some folks don't like advertising. E. H. Gardner. il Ptr Ink Mo 28:13-14+ F '34
13,821 tests prove the basic theme most important factor in advertising. H. C. Link. Adv & Sell 22:30+ Ap 26 '34
This dangerous business of kidding the public. K. Groesbeck. Ptr Ink 165:6+ N 16 '33
Who's fourteen years old? the case of the psychologists versus Kenneth Groesbeck et al. G. L. Miller. Ptr Ink 165:21, 24-6 D 21 '33

See also
Advertising research

Rates

A.N.A. rate study. B. A. Grimes. Ptr Ink 168:50+ Jl 12 '34
A.N.A. report attacks rates; publishers say it is unfair. Sales Management 35:70+ Jl 15 '34
A.N.A. studies combinations. Ptr Ink 168:49-50 Ag 16 '34
Inland charts action on local rate dilemma. Ptr Ink 169:112 O 25 '34
Rates fail to follow price decline, A.N.A. study shows. Adv & Sell 23:33-5 Jl 19 '34
Why—and how—newspapers must maintain rate differential. J. F. Fitzgerald. Adv & Sell 23:34+ O 25 '34

Returns

Conquest of a tough market. Van Camp's tuna sales jumped with advertising. A. M. Howe. il Ptr Ink 167:81+ Ap 19 '34
Waiting for the cumulative effect—is it an advertising alibi? V. O. Schwab. il Adv & Sell 24:19-21 N 8 '34

See also
Advertising—Inquiries
Advertising, Mail—Returns

Schools, Appeal to

Education and the consumer. D. H. Palmer and F. J. Schlink. Ann Am Acad 173:188-97 My '34
Scrappy goes to school; animated cartoon star gets acquainted with children through course in drawing. il Ptr Ink 167:54+ My 31 '34

Statistics

Advertising. Published in monthly numbers of Survey of current business
National advertising trend; monthly linage. Published in Advertising & selling
Newspaper advertising, 1933. Ptr Ink 167:76 My 31 '34
Newspaper publishing; circulation and advertising during the depression. Index 14:205-10 O '34
Record of January magazine advertising, 1932-1934. Ptr Ink 166:94, 96 Ja 11 '34 [cont monthly]
300 largest advertisers in newspapers for 1933. Ptr Ink 166:79-85 Mr 1 '34
Trade commission makes estimate of advertising volume. Ptr Ink 166:52+ Ja 4 '34
What is liquor's contribution to newspaper advertising gains? Sales Management 35:420 O 20 '34

See also
Advertising, National—Statistics
Advertising appropriations

ADVERTISING—*Continued*

Stockholders, Appeal to

How to sell to stockholders. A. M. Howe. il Ptr Ink 168:61-2+ S 20 '34

25,000,000 silent partners; neglected stockholders. J. F. Gowen. Ptr Ink 166:13, 16-18+ F 22 '34

Study and teaching

Advertising in colleges. L. Dreyfuss. Ptr Ink 167:29 Ap 12 '34

Testing

See Advertisements—Testing; Advertising, Mail—Testing

Waste

Waste in advertising, yes; also definite utility. H. Tipper. Ptr Ink 169:74-8 O 18 '34

Women, Appeal to

Beauty hints sell glasses; American optical company. il Ptr Ink 167:92 Ap 19 '34

Dumb housewives. il Food Ind 6:256-7 Je '34

Evolution of the feminine motif in automotive advertising; Cadillac campaign. J. Cleary. il Automotive Ind 70:712-13+ Je 9 '34

How women can be won to belief in advertising. A. S. Richardson. Ptr Ink 167:7+ Je 21 '34

To sell life's essentials, tell women facts. M. Y. Taylor. Ptr Ink 168:65-6+ Jl 19 '34

What makes women buy? H. G. Rees. Adv & Sell 23:28+ S 13 '34

Why some women distrust all advertising; not sufficiently informative. A. Edwards. Ptr Ink 167:44-6 My 31 '34

Women buyers, after all, are receptive. C. Frederick. Ptr Ink 167:25-6+ My 24 '34

Yes, women will respond to brand advertising; S.V.M. hosiery campaign. M. Higley. il Ptr Ink 168:25-6+ S 6 '34

Young people, Appeal to

Tough times, young man, but listen here! J. M. Mathes. Ptr Ink 165:17-18+ N 16 '33

Germany

German advertisers toe the mark under government decree. Sales Management 34:343 Ap 10 '34

German advertising law ends evil practices. E. H. Douglas. il Adv & Sell 22:16-17+ D 21 '33

German side of Herr Hitler's advertising law. E. H. Douglas. Ptr Ink 165:62-3 D 21 '33

German travel advertising. A. Glim, pseud. il Ptr Ink Mo 28:16-17+ Je '34

Germany's new advertising law. J. C. Silber. Ptr Ink 166:88-90 Ja 18 '34

Herr Goebbels issues his rules governing advertising. Ptr Ink 165:37+ N 30 '33

How Germany controls advertising. A. Glim, pseud. Ptr Ink 167:93, 96-8, 100-2+ Ap 19-26 '34

Great Britain

British advertise advertising; newspaper and poster space, donated in off-seasons. A. C. Blake. Ptr Ink 168:63-4 Ag 9 '34

British cleanliness; their newspaper advertising is marked by a liberal use of white space and short copy. il Ptr Ink Mo 29:17 Jl '34

Business, British style. C. B. Larrabee. Ptr Ink 167:65-7 Je 28 '34

Comparing American and British reading habits. H. H. Field. Adv & Sell 22:24+ N 23 '33

What can we learn from British advertising. H. H. Field. il Adv & Sell 22:21+ D 7 '33

What chance has an American campaign in Britain? H. H. Field. il Adv & Sell 22:23+ D 21 '33

Russia

How to advertise in the Soviet Republics. H. L. Stephen. il Ptr Ink 166:13, 16-17 Ja 4 '34

Inreklama; Soviets open office in New York for foreign advertising. Business Week p26-7 D 9 '33

Land without trade-marks. R. S. Durstine. Ptr Ink 167:69-70 My 24 '34

Nation without trade-marks. R. S. Durstine. il Nation's Business 22:39-40+ Ap '34

ADVERTISING, Association

Advertising must be real background of farm control; California fruit growers. N. W. Mogge. il Ptr Ink Mo 29:13-14+ S '34

Cooperative advertising—the trend of tomorrow. I. A. Vladimir. il Adv & Sell 22:24-5+ Ap 26 '34

Education is purpose of new canned foods campaign; canners' co-operative advertising. il Ptr Ink 166:43-4 Ja 18 '34

Insurance companies cooperate to tell public about stability. il Sales Management 34:239 Mr 15 '34

Lumber groups push housing; create advertising service for 23,000 dealers and co-operate with local newspapers. C. Davidson. Ptr Ink 169:76-7 N 1 '34

Nation-wide silk parade starts battle for business; International silk guild. Sales Management 35:107 Ag 1 '34

Sunkist jumps orange consumption 5 pounds per capita in 5 years. W. B. Geissinger. il Sales Management 34:50-1 Ja 15 '34

Why joint campaigns fail. Ptr Ink 169:86, 89-90 O 18 '34

Finance

Method of paying for institutional advertising. H. V. Wade. map East Underw 35:8+ My 11 '34

ADVERTISING, Cooperative

Advertising helped farmers to win stable markets; California prune industry. N. W. Mogge. Ptr Ink 166:6+ Ja 4 '34

Asparagus and mayonnaise in sales drive. il Ptr Ink 167:48 Ap 26 '34

Co-op advertising, western farmer style. N. W. Mogge. Ptr Ink 167:33-4+ Ap 12 '34

Co-operative bank advertising. L. D. Meredith. Bankers M 127:355-61, 506-10; 128: 641-57 O-N '33, Je '34

$500,000 milk advertising. Ptr Ink 167:32 Je 7 '34

Florida citrus industry calls on Uncle Sam and advertising for help. Sales Management 35:258 S 15 '34

Hawaiian growers unite to promote pineapples in big summer energy drive. Sales Management 34:592 Je 15 '34

Helpful competitors; Cincinnati electric club. il Ptr Ink 168:32 Ag 2 '34

How Aetna sells its products by helping automobile dealers sell theirs. S. F. Withe. il Ptd Salesmanship 63:239-42 Jl '34

How Pittsburgh sold over 15,000 radiantfires in four weeks. H. W. Springborn. il Gas Age 72:471-4 N 18 '33

Life insurance plans real advertising story. C. N. Smith. il Ptr Ink 166:64-5+ Mr 15 '34

Related selling—practical and profitable. C. B. Larrabee. il Ptr Ink 168:49, 52-5 Jl 19 '34

73 newspapers sponsor cooking schools in meat promotion. il Sales Management 35: 192+ S 1 '34

Stepping up consumption by group action; how food specialties become staples. Ptr Ink 168:65-6 Ag 9 '34

Utilities' joint campaign; gas companies in five states co-operate. il Ptr Ink 169:94-6 N 8 '34

See also

Advertising, Association

ADVERTISING, Direct

60 salesmen delivered 6,000 catalogs in 45 days; Fisher governor company. K. R. D. Wolfe. il Ptd Salesmanship 62:344-5+ F '34

See also

Blotters
Catalogs
Package inserts

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

Advertising asking world peace gains momentum. Ptr Ink 166:68 F 1 '34

ADVERTISING, Educational—*Continued*

Advertising decries loss-leader practices; Minneapolis voluntary chain operator confesses guilt. Ptr Ink 166:56 Ja 18 '34

Advertising success story: Dr. Lyon's. H. A. Weissman. il Ptr Ink 167:7+ Ap 26 '34

Advertising under the Housing act. il Ptr Ink Mo 29:15+ Ag '34

Campaign tells benefit of plumbing license. Dom Eng 143:43-4 Ap '34

Cunard fighting exchange rate fallacy; Alice in Wonderland copy ridicules travel cost idea. il Ptr Ink 167:25-6 Ap 19 '34

Education is purpose of new canned foods campaign; canners' co-operative advertising. il Ptr Ink 166:43-4 Ja 18 '34

Emergency advertising. Ptr Ink 167:41+ Ap 12 '34

Farmers speak up; use advertising to build a true picture of themselves. il Ptr Ink 168:13+ S 20 '34

4,000 dealers join in this safety campaign; Three In One helps bicycle and roller skate sales. Ptr Ink 169:81-2 O 4 '34

Gold, commodity or baloney, dollars now buy more. Ptr Ink 165:16 N 30 '33

Growth of business-paper advertising idea; American handle company. T. C. Rose. il Ptr Ink 168:52+ Ag 16 '34

Health advertisements pay; Metropolitan results. J. L. Madden. East Underw 35:9 Je 22 '34

How one company increases its business by helping dentists increase theirs; Ritter dental mfg. co. uses direct-mail. A. R. Barkley. il Ptd Salesmanship 64:20-3 S '34

Industry changes its sales strategy; new campaign of education for lighting industry. B. A. Grimes. il Ptr Ink Mo 28:25+ Mr '34

Instead of lobbies; sugar advertising. Ptr Ink 166:40 F 22 '34

Local interests take space to offset Goodwin. Ptr Ink 166:88-9 F 22 '34

Low-pressure advertising; Household finance corporation. B. E. Henderson. Ptr Ink 169: 85+ N 15 '34

Make mine short; Seagram's whiskey advertising. il Ptr Ink 169:26 O 18 '34

National campaign for the architect. il Am Arch 144:71-2 Jl '34

New campaign to sell bread financed by General Mills for bakers' benefit. il Ptr Ink 166:61-2 Mr 15 '34

Reasons for life insurance advertising. W. Buchen. Ptr Ink 168:97-8 Ag 16 '34

Seattle business fights strike. il Ptr Ink 168:12 Jl 5 '34

Strike issues make copy. Ptr Ink 168:93-4 Ag 16 '34

Whispering campaigns; three ways in which advertising may be used to checkmate the calamity crooner. Ptr Ink 167:24-5 Ap 5 '34

Why the job of educating customers is a perpetual one. L. F. Gordon. il Rand McNally Bankers Mo 51:526-7 S '34

See also

Advertising, Association

Advertising, Institutional

Buy now campaigns

Government advertising

ADVERTISING, Foreign

Advertising for foreign trade vital. D. C. Townley. Ptr Ink 166:69+ Mr 29 '34

Advertising in your export market. H. C. Chetwood-Aiken. il Adv & Sell 22:26, 40+ Mr 1 '34

Devalued dollar pushes up industrial exports. F. J. Meystre, jr. il Ptr Ink 167:74, 76-8 My 17 '34

How to advertise in the Soviet Republics. H. L. Stephen. il Ptr Ink 166:13, 16-17 Ja 4 '34

Inreklama; Soviets open office in New York for foreign advertising. Business Week p26-7 D 9 '33

What chance has an American campaign in Britain? H. H. Field. il Adv & Sell 22:23+ D 21 '33

ADVERTISING, Fraudulent

Bayer aspirin claims restricted by F.T.C. Oil Paint & Drug Rep 126:23 S 24 '34

Bayer co. charged with misrepresenting aspirin. Oil Paint & Drug Rep 125:43 Je 1 '34

Campaigns strike at advertising rackets. Forbes 33:14 Mr 1 '34

Medicine vendors will cease false practices. Oil Paint & Drug Rep 125:43 Je 11 '34

Mixer ordered to cease claiming to cure cancer. Oil Paint & Drug Rep 126:32 S 24 '34

Officers indicted for misuse of U. S. mails; Interstate life association. Weekly Underw 131:253 Ag 11 '34

See also

Advertising—Laws and regulations

Advertising ethics

ADVERTISING, Government. See Government advertising

ADVERTISING, Indirect

Advertising as insurance; flexible rubber freezing trays and grids. Ptr Ink 167:57+ Je 14 '34

Aetna sponsors auto show. Ptr Ink 167:91 Ap 5 '34

Aiding insulation firms helps gas companies; window display advertised the insulation service of local firm. il Gas Age 73:514 My 26 '34

How Aetna sells its products by helping automobile dealers sell theirs. S. F. Withe. il Ptd Salesmanship 63:239-42 Jl '34

Selling real estate confidence; trust company advertising program. il Ptr Ink 165:76-7+ N 16 '33

See also

Advertising, Educational

ADVERTISING, Institutional

Borden good-will campaign. il Ptr Ink 168:48 S 13 '34

Directors write to salesmen; mail campaign of General American life insurance company, St Louis. Ptr Ink Mo 28:50 Je '34

Educational program operates on two fronts; Geo. Worthington co. campaign directed at hardware dealers adapted for purchasing agents. G. Worthington, jr. il Ptr Ink 165: 67-70 D 14 '33

Fight back! A. B. McIntire. Ptr Ink 167:64-6 My 31 '34

Fights self-medication; new Squibb institutional campaign. T. Weicker. Ptr Ink 169:12+ O 11 '34

First serve, then sell; Canadian industries limited, Montreal. il Ptr Ink 167:89-90 Ap 5 '34

How to make goodwill advertising pay. H. F. Merrill. Forbes 32:13-14 D 1 '33

It's all alike, costs same; chlorine can be advertised successfully. Ptr Ink 168:100+ S 13 '34

Whole industry is helped by one company's advertising; Provident Mutual's institutional campaign. il Ptr Ink 165:61-2 D 14 '33

ADVERTISING, Legal. See Legal advertising

ADVERTISING, Mail

Advertising works overtime via reprints. L. H. Brendel. Ptr Ink 168:65+ Jl 26 '34

Are most surveys raw empiricism? Gallup direct-mail survey. J. Mangan. Ptd Salesmanship 63:30-1 Mr '34

Ask your creditors to buy; printed slips to go with first-of-the-month checks. A. Glim, pseud. Ptr Ink 169:48 N 1 '34

Continuous efforts bring results in jobber's direct mail campaign. E. L. Barringer. il Nat Pet N 26:33-4 Je 6 '34

Direct advertising and the printer. A. H. Highton. 71p Graphic arts pub. co, Chicago '33

Direct mail is featured as a supporting medium. B. E. Grimes. Ptr Ink 169:59-61+ O 18 '34

Disappearing copy; invisible ink supplies attention hook for Frigidaire Christmas mailing piece. Ptr Ink 165:46 N 23 '33

Following up customers and prospects by mail. Bankers M 129:224-6 Ag '34

ADVERTISING, Mail—*Continued*

Getting the most out of direct mail advertising. T. M. Rodlun. il Weekly Underw 130:52-8 sec 2 My 12 '34

Guaranteed results; Baby bear products corp. of Buffalo. il Ptr Ink 168:96-7 S 27 '34

Helps resell radio sets to farmers; National Carbon's campaign directed at unwired homes. H. M. Warren. il Ptr Ink 167:45, 48-50 Ap 5 '34

How direct-mail turns radio listeners into customers. P. Blakemore. Ptd Salesmanship 63:286-7+ Ag '34

How one company increases its business by helping dentists increase theirs; Ritter dental mfg. co. uses direct-mail. A. R. Barkley. il Ptd Salesmanship 64:20-3 S '34

How to sell the small town merchant by mail. G. V. Jones. Adv & Sell 23:32+ Ag 16 '34

How to sell to stockholders. A. M. Howe. il Ptr Ink 168:61-2+ S 20 '34

It's all alike, costs same; chlorine can be advertised successfully. Ptr Ink 168:100+ S 13 '34

It's time to take inventory of printing supplies. il Ptd Salesmanship 64:11-13 S '34

Keeping dealers sold by direct mail. E. G. Swanson. Ptr Ink 169:53+ O 11 '34

Mail advertising for agents developed by London Assurance. East Underw 35:34 Ja 26 '34

Mail campaign in step with housing act; Barrett roofing works closely with dealers. E. Peterson. il Ptr Ink 169:72-4+ O 25 '34

Mail drive doubles sales; built around a new leader, Satintex, campaign gets dealers behind entire line; F. O. Pierce company. R. E. Donnoly. il Ptr Ink 169:56, 60 N 15 '34

Mechanics of direct mail promotion. R. N. Fuller. Publishers' Weekly 125:1205-9, 1277-81 Mr 24-31 '34

New direct-mail ideas. il Ptr Ink Mo 29:56-60+ S '34

New Ford V-8 direct-mail campaign reaches 1,000,000 car owners. J. N. Krohne. il Ptd Salesmanship 62:230-2+ D '33

New product—and not much money to spend: any chance? il Sales Management 33:535 D 1 '33

1934 advertising dollars; what can be done to make them buy more in space, in printing and in engravings? C. McPherson. il Ptd Salesmanship 62:293-5 Ja '34

Nothing cools off faster than a hot prospect! Standard oil company (Indiana) coordinates direct-mail with sales activities. W. L. Gundlach. il Ptd Salesmanship 63:269-72+ Ag '34

Oshkosh b'gosh and its 140 per cent profit jump. C. E. Wittmack. Ptr Ink 168:33-4+ Ag 2 '34

Results from sampling; simple follow-up plan of ingenious letters and cards gets high returns for Savogran company. il Ptr Ink 168:55-6 Ag 9 '34

Seven interlocking campaigns announced the 1934 Nash on November 7. J. L. Scott. il Ptd Salesmanship 62:165-9+ N '33

Team-work sells gasoline pumps; direct mail and salesmen. C. E. McKinney. il Ptr Ink Mo 29:42-4 Jl '34

They did it with direct mail. il Ptr Ink Mo 27:25-6+ D '33

This plan cuts direct-mail waste; special mailings, released when needed; Structural slate company and Natural slate blackboard company. R. Robbins. Ptr Ink Mo 28:21-2+ Mr '34

Three-way plan for selling life insurance; prospecting, time control and presentation. W. G. Preston, jr. il Ptd Salesmanship 63:64-5+ Ap '34

Two action campaigns that led up to a successful climax; dramatic mailing pieces in the Majestic refrigerator and radio campaigns. G. E. Mitchell. il Ptd Salesmanship 62:174-6 N '33

Weather is selling asset when capitalized this way; Pyrene gives retailers post-storm direct mail on tire chains. il Ptr Ink 165:55-6 D 7 '33

Where does direct-mail fit into the agency picture? H. L. Stedfeld. Ptd Salesmanship 63:145+ My '34

Where to look for new ideas. Published in monthly numbers of Printed salesmanship

Year's leaders in mail advertising. D. Gridley. il Ptr Ink Mo 29:15-16+ N '34

See also

Advertisements—Books and booklets
Advertisements—Christmas cards
Advertising—Stockholders, Appeal to
Broadsides (advertisements)
Catalogs
Direct mail advertising association
Follow-up systems
House organs
Letterheads
Mail order business
Mailing lists
Sales letters

Brochures

Brochure to dealers inaugurates Dennison's new crepe hat campaign; magazine, newspaper, poster and direct-mail advertising. A. R. Barkley. il Ptd Salesmanship 63:68-72 Ap '34

Printer's brochure offers buyer a cigaret while he reads. il Inland Ptr 94:31-2 N '34

Exhibitions

D.M.A.A. traveling exhibition creates new printing orders. H. L. Johnson. il Inland Ptr 94:35-6 N '34

Folders

Campaign to close sales in few calls; Coalitosis booklet and ten mailing pieces help oil burner prospects make up their minds. J. A. Berghoff. il Ptd Salesmanship 62:170-1 N '33

Clever mail folder sells repairs. il Am Bld 56:23 Ag '34

Folders carry metal samples. il Inland Ptr 92:30 F '34

Fool proof folders; automatic tabulation plan. D. Gridley. Ptr Ink 166:53+ F 8 '34

Imagination dramatizes the most humdrum of products; Armco ingot iron. W. E. McFee. il Ptd Salesmanship 62:188-9 N '33

Men like swank in advertising; store for men, Marshall Field & company. E. R. Richer. il Ptr Ink Mo 29:24-5 O '34

125 safe deposit boxes rented with the aid of a mailing piece; Cleveland trust co. I. I. Sperling. il Rand McNally Bankers Mo 51:261 My '34

Pictures suitable for framing make valued advertising pieces; de luxe folders of Associated oil co, San Francisco. R. L. Smith. il Ptd Salesmanship 63:284-5 Ag '34

Price buyers begin to ask, Which, at this price, offers the most value? Caterpillar tractor company cites a case of government purchasing which resulted in a price folder. G. M. Walker. il Ptd Salesmanship 63:76-7 Ap '34

Salesmen use this advertising; Fidelity & guaranty fire corporation of Baltimore. R. C. Sheridan. il Ptr Ink Mo 28:17+ My '34

Showing the dealer how; three types of solicitations which bring sales from undeveloped fields for cheesecloth. il Ptr Ink 167:65-6 Je 7 '34

This folder sells itself. il Inland Ptr 92:37-9 O '33

Type of folders which should be used. S. M. Gamble. East Underw 35:3-4 Ap 13 '34

Types of illustration suitable for third-dimension folders. il Ptd Salesmanship 63:27 Mr '34

Unique folder 72 inches long. il Ptd Salesmanship 63:143 My '34

Localization

This direct-mail program was successfully localized; Plymouth idea outlined. il Ptr Ink 165:92-3 N 16 '33

Personalizing

Personalized mailings; Water-works mailing lists. Ptr Ink 167:36 Ap 26; 60 My 17 '34

ADVERTISING, Mail—Personalizing—*Continued*

Personalizing a house organ increased reader interest; San Antonio drug company. J. K. Worthington. il Ptd Salesmanship 63:243+ Jl '34

Tests that answer five questions about successful direct-mail procedure; heading of the letter, the class of mail, the special offer, return cards and envelopes, and color. J. L. Scott. Ptd Salesmanship 63:275-6 Ag '34

What Frigidaire discovered about personalizing its printed direct-mail. G. E. Mitchell. Ptd Salesmanship 63:29 Mr '34

Postage

How postage, special stamps and envelopes affect "Nation's Business" returns. J. L. Scott. Ptr Salesmanship 62:333-5 F '34

How to figure the mailing weight of a booklet, broadside or catalog. W. L. Hinson. Ptd Salesmanship 63:40 Mr '34

Tests that answer five questions about successful direct-mail procedure; heading of the letter, the class of mail, the special offer, return cards and envelopes, and color. J. L. Scott. Ptd Salesmanship 63:274-5 Ag '34

Postal cards

Dealers supply the cards; Johnson motor company, Waukegan, Ill. il Ptr Ink Mo 29:64+ S '34

Government post cards as economical and effective pieces of advertising. W. A. Kittredge. il Ptd Salesmanship 63:192-3 Je '34

Humorous postcards create business for radio service men; Hygrade Sylvania corporation. J. M. DeVoe. il Ptd Salesmanship 64:71+ O '34

One way to tell story of hidden parts; Timken-Detroit dramatizes axles; cards and booklet. il Ptr Ink 167:53-4 Je 7 '34

Printing

Tincup advertising. E. H. Shanks. il Ptd Salesmanship 63:9-11+ Mr '34

Return cards

How Bakers' Helper tests its mailings to obtain maximum returns; finding out whether to use stamped or C. O. D. reply cards; stamped or metered mail; reply cards or envelopes. J. L. Scott. il Ptd Salesmanship 63:189-91 Je '34

How business reply cards and envelopes affect returns. Ptd Salesmanship 62:299 Ja '34

Motorists sell themselves in this post card campaign; Humble oil and refining company. il Ptd Salesmanship 62:340+ F '34

Returns

Campaign that sold 405 appliances in two towns; two months' record of the TVA in Tupelo and Athens. G. E. Mitchell. il Ptd Salesmanship 64:72-3+ O '34

Direct-mail increased our business 40 per cent in 1933 and 80 per cent in 1934; Stoody company. D. E. Staley. il Ptd Salesmanship 64:82-4 O '34

17 per cent return from a letter, reply card and enclosure; Galion allsteel body company's mailing to Chevrolet dealers. B. J. Heiser. il Ptd Salesmanship 63:282-3 Ag '34

Two-thirds of our inquiries result in sales; United autographic register company. A. R. MacFarland. il Ptd Salesmanship 62:241-3 D '33

Year's campaign sweetens prospect list; Addressograph-multigraph corporation. il Ptr Ink Mo 29:32+ N '34

Testing

Does it pay to use both sides of the letterhead? Postal life insurance company. J. L. Scott. Ptd Salesmanship 63:230-2 Jl '34

Five tests, and how they affected the Household Finance direct-mail policies. J. L. Scott. Ptd Salesmanship 63:61-3 Ap '34

How Bakers' Helper tests its mailings to obtain maximum returns; finding out whether to use stamped or C. O. D. reply cards; stamped or metered mail; reply cards or envelopes. J. L. Scott. il Ptd Salesmanship 63:189-91 Je '34

How mail tests found our best approach for a new product; Everseal, for repairing leaky auto radiators. J. K. Crippen. Sales Management 35:418 O 20 '34

How postage, special stamps and envelopes affect "Nation's Business" returns. J. L. Scott. Ptd Salesmanship 62:333-5 F '34

How we obtained national distribution by direct-mail; L. B. Allen company new radiator cement. J. K. Crippen. il Ptd Salesmanship 63:128-9+ My '34

Little testing is a dangerous thing. A. H. Dix. Adv & Sell 23:32+ Ag 30 '34

Printer makes profitable use of Gallup idea; Blakely printing company. A. G. Fegert. il Inland Ptr 93:21-6 My '34

Six tests that increased the returns of Capper and Capper mailings. J. L. Scott. il Ptd Salesmanship 62:279-83 Ja '34

Tests that answer five questions about successful direct-mail procedure; heading of the letter, the class of mail, the special offer, return cards and envelopes, and color. J. L. Scott. Ptd Salesmanship 63:273-6 Ag '34

What Frigidaire discovered about personalizing its printed direct-mail. G. E. Mitchell. Ptd Salesmanship 63:29 Mr '34

What testing taught eight advertisers about direct-mail. J. L. Scott. Ptd Salesmanship 63:119-21 My '34

ADVERTISING, National

Advertising creates mass consciousness favorable to life insurance. J. A. Stevenson. Weekly Underw 131:873+ N 10 '34; Excerpts. East Underw 35:8 N 2 '34; Ins Field (Life ed) 63:9+ N 9 '34; Abstract. Nat Underw (Life ed) 38:9 N 9 '34

Advertising hidden service to the public; fur dyer starts national campaign. M. Hollander. il Ptr Ink 167:86-8 Je 21 '34

All for one, one for all; let advertisers, their employees and families buy advertised goods. P. D. Saylor. Ptr Ink 168:18+ Jl 5 '34

Brand names, quality, and price. C. Wilcox. Ann Am Acad 173:80-5 My '34

Brand preferences and sales trends in rural markets. Sales Management 34:181-3, 210-11 Mr 1 '34

Canned soup: who buys—what brand—how much? P. Arnold. il Adv & Sell 23:30-1+ Ag 30 '34

Check-up on successful national advertisers of 1923. R. E. Rindfusz. Nation's Business 22:82 N '34

Consumer goes to market—with what and for what? il Sales Management 34:225-7+ Mr 15 '34

Damns national advertisers and agencies; abstracts. K. Collins. Adv & Sell 23:22+ O 11 '34; Ptr Ink Mo 29:18+ N '34; Discussion. S. Ellis and others. Adv & Sell 24:24+ N 8 '34

Develop plan for merchandising national brands through chains; Good Housekeeping week as staged by the A & P stores of Chicago. Sales Management 34:140-1 F 15 '34

Do people talk one way about advertising and act in another? Sales Management 34:512-14+ Je 1 '34

Exit private brand; Graybar switches over to nationally advertised electrical appliances. Business Week p12 S 15 '34

Grilled groceries. Business Week p25-6 My 26 '34

How department stores rate electrical appliance firms. Sales Management 35:238-9+ S 15 '34

How leading drug products rated in surveys conducted by Time and Modern magazines. Sales Management 35:219 S 1 '34

How national are national advertisers? H. Corash. Adv & Sell 23:24+ Ag 2 '34

How one thousand consumers would use government grades; would buy by standard, but would favor advertised brand within quality grade. P. Arnold. Adv & Sell 22:22-3+ Mr 1 '34

ADVERTISING, National—*Continued*

Leading drug store brands in 15 major markets. Sales Management 34:10-11, 24-5+ Ja 1 '34

Leading grocery store brands in 10 major markets. table Sales Management 34:46-7, 62+ Ja 15 '34

Lee hats to advertise; goes national in a consumer program. il Ptr Ink 167:88-9 Ap 19 '34

Mars to resume advertising. Ptr Ink 166:20 Ja 18 '34

Milwaukee journal tabulates brand preferences. Adv & Sell 22:30 Ap 12 '34

Must meet challenge of private brands. W. Ochse. Ptr Ink 166:40-1+ Mr 29 '34

Nation without trade-marks; Russia. R. S. Durstine. il Nation's Business 22:39-40+ Ap '34

New campaign to sell bread financed by General Mills for bakers' benefit. il Ptr Ink 166:61-2 Mr 15 '34

New cigarette goes after national market; Kentucky Winners introduced by Penn tobacco co. il Ptr Ink 168:21+ S 6 '34

New I.G.A. brand policy; will work with advertisers to push nationally known products in volume. Ptr Ink 166:69 Mr 15 '34

Prices of branded grocery commodities during the depression; chain and independent grocery stores in Durham, North Carolina. M. D. Taylor. Harvard Business R 12:437-49 Jl '34

Profit prospects for retailers in branded items. A. Parrish. Ptr Ink 166:72-4+ F 22 '34

Retail grocers crack down on jobber selling; why advertised brands suffer severe handicap. S. A. Parks. Ptr Ink 167:77-8+ Je 7 '34

Seth Parker launches world cruise; national advertisers to accompany him. B. A. Grimes. il Ptr Ink 165:29+ N 16 '33

Seven interlocking campaigns announced the 1934 Nash on November 7. J. L. Scott. il Ptd Salesmanship 62:165-9+ N '33

Small dealer real hope of advertised brands. A. E. Wilder. Ptr Ink 166:7+ Mr 8 '34

Some stumbling blocks in the path of private brands; manufacturer jeopardizes his national brand. S. Norvell. Sales Management 35:248+ S 15 '34

Tomorrow's market for radios, refrigerators, clocks, oil burners and air conditioners. Sales Management 34:130-1+ F 15 '34

Twelve cosmetics: brands 1,500 women buy—and what they pay. il Sales Management 34:277-9+ Ap 1 '34

Walgreen goes national; drug chain extends distribution of private brands to 600 independent stores. Ptr Ink 167:20 My 24 '34

What kind of merchandise can be sold to Main street? M. L. Dana. il Adv & Sell 22:21+ F 15 '34

What Missouri housewives know about brands. J. N. Amburgey and J. V. Coles. il Food Ind 6:170-1 Ap '34; Abstract. Business Week p16 Ap 28 '34

What products does the druggist push? il Sales Management 34:420-2+ My 1 '34

What, why, and how much coffee. P. Arnold. il Adv & Sell 23:19-20 Ag 2 '34

When a state penalizes the advertiser; New York state agricultural and markets law. S. Peabody. Ptr Ink 167:13+ My 3 '34

Whose products does the grocer push? Sales Management 34:470-2+ My 15 '34

Why buying by brand is better than by specification. C. R. Palmer. Ptr Ink 166:7+ Ja 18 '34

Why national advertising misses fire on Main street. M. Dana. il Adv & Sell 22:19+ D 7 '33

Why small dealers stay that way; a word in behalf of the much maligned advertiser. J. V. Brew. Ptr Ink 167:48-9 My 24 '34

Wilder and more of it; by a Chicago research man. Ptr Ink 167:25-6+ Ap 12 '34

Yes, advertising really builds small-town market. A. D. Talbott, jr. Ptr Ink 168:17-18, 20-1 Ag 2 '34

See also

Advertising appropriations
Advertising campaigns
Private brands

Moving picture tie-in

Coca-Cola film tie-up; using in its advertising the likenesses and names of Warner stars. Ptr Ink 166:52 Mr 8 '34

National advertisers tie up with Warner feature films; Quaker Oats latest to try it. Sales Management 35:195 S 1 '34

Oats and bicycles. Ptr Ink 168:18 S 6 '34

Statistics

Does advertising pay during a depression? survey of national advertising in relation to dividends. F. E. Fehlman. il Adv & Sell 23:18+ My 24 '34

Magazine and radio expenditures. Published in Sales management, first number of each month

Magazine and radio expenditures by industries; tabulation. Sales Management 34:451 My 1 '34

National advertising trend. Adv & Sell 22:26 Ja 4 '34 [cont monthly]

National advertising trend; final scores for 1933. Adv & Sell 22:20 F 1 '34

150 leading magazine advertisers of 1933. Ptr Ink 166:64-5, 68 Ja 18 '34; Same. Adv & Sell 22:19+ Ja 18 '34

150 magazine leaders spend 15 per cent more. Ptr Ink 168:55-7 Jl 26 '34

ADVERTISING, Outdoor

ANA traffic studies. S. Peabody. Sales Management 34:574+ Je 15 '34

Building an outdoor campaign. F. L. Fisher. East Underw 35:12+ N 9 '34

Has outdoor advertising a place in a life insurance company program? J. H. Rees. East Underw 35:15 Je 15 '34

Novel outdoor effect. il Ptr Ink 169:82 O 4 '34

Outdoor advertising now audited. maps Ptr Ink Mo 29:56-8, 60-2 Jl '34

Traffic audit bureau: what it is and how it works. il Adv & Sell 23:34+ Ag 16 '34

Wind power for Martin-Senour advertising signs. il Ptr Ink 167:53 Je 28 '34

See also

Posters

ADVERTISING, Professional. See Professional advertising

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of

Agency solicitation errors. B. A. Grimes. Ptr Ink 169:81-2+ N 1 '34

Business-paper space and the agency. B. Duffy. Ptr Ink 166:60-1+ F 15 '34

Don'ts for salesmen; suggestions addressed to business-paper salesmen. C. A. Musselman. Ptr Ink 168:93-4 S 20 '34

Let's quit this arguing about space buying. Ptr Ink 166:7+ Ja 25 '34

Let's use—not abuse—the newspaper account man. K. Collins. Adv & Sell 24:28+ N 8 '34

Open letter to Max Hacker; by a space salesman. Ptr Ink 166:56-7 Ja 11 '34

Prospects do not duck these shots. il Inland Ptr 93:32-3 S '34

Re agency solicitation. A. Glim, pseud. Ptr Ink 169:13, 16-18 N 15 '34

Six factors in successful space selling; case studies. Adv & Sell 22:26-7+ F 15 '34

Space buyer for each account. E. T. Gundlach. Ptr Ink 166:55-6 Ja 11 '34

Space buyer for each principal account, is Borden idea. S. Peabody. Ptr Ink 165:17-18+ D 7 '33

Space buyer looks at newspaper promotion. B. Duffy. il Adv & Sell 23:25+ Jl 5 '34

Space can be bought without wasting time. M. Hacker. Ptr Ink 165:17-18+ D 21 '33

Where space salesmen fail. K. Collins. Adv & Sell 23:32+ Jl 5 '34

ADVERTISING, Soliciting of—*Continued*

Why some presentations fail to click; nine common faults of the space selling brotherhood. il Adv & Sell 22:20-1+ Ja 18 '34

See also

Audit bureau of circulations

ADVERTISING, Trade union

Union offers to help finance cigar advertising. I. M. Ornburn. Ptr Ink 166:74+ Ja 18 '34

ADVERTISING affiliation

Annual convention, Toronto. Ptr Ink 167:40 My 24 '34

ADVERTISING agencies

Agency code enigma. B. A. Grimes. Ptr Ink 168:22+ Ag 9 '34

Agency code hearing set. Ptr Ink 168:25-6, 28-9 Ag 2 '34

Agency recognition. Ptr Ink 167:47 Ap 26 '34

Agency solicitation errors. B. A. Grimes. Ptr Ink 169:81-2+ N 1 '34

Agency summer schedules. Adv & Sell 23:32 Je 7 '34

Agency system too rigid, says A. N. A. report. B. A. Grimes. Ptr Ink 169:41-2+ N 15 '34

Business-paper space and the agency. B. Duffy. Ptr Ink 166:60-1+ F 15 '34

Busy summer at the agency. P. Klein. Ptr Ink 168:84 S 13 '34

Canadian papers' new agency franchise. Ptr Ink 166:90 Ja 4 '34

Concerning the long life of accounts—then and now. F. Finney. Adv & Sell 23:22 My 10 '34

Damns national advertisers and agencies. K. Collins. Adv & Sell 23:22+ O 11 '34; Discussion. S. Ellis and others. 24:24+ N 8 '34

Do agencies slam their doors in your face? E. Parker; F. G. Hubbard. Adv & Sell 23:38+ O 25 '34

Dual agency set-up; Campbell-Ewald company—D. P. Brother & company. Ptr Ink 169:12 O 18 '34

Getting the baker's dozenth from the agency; by an agency principal. Ptr Ink 165:17-18+ D 28 '33

Groucho says: Don't trust your agent too far. Ptr Ink 167:52 Je 14 '34

Groucho says: Fight for the ancient privileges, boys; working overtime. Ptr Ink 166:89 Mr 22 '34

High turn over of agency accounts. F. E. Fehlman. Adv & Sell 22:19+ Ap 12 '34

In selecting and paying an advertising agency. L. H. Bristol. Ptr Ink 168:7, 10+ S 13 '34; Reply (If all clients were ideal). C. J. Cutajar. 169:65 O 4 '34

Lawrence C. Gumbinner advertising agency; office views and plans. Arch Rec 76:176-8 S '34

Plan coast agency chapters. Ptr Ink 169:93 N 8 '34

Re agency solicitation. A. Glim, pseud. Ptr Ink 169:13, 16-18 N 15 '34

Why industrial advertising needs the agency. Adv & Sell 23:62 My 10 '34

See also

Advertising, Soliciting of

Advertising

And now concerning copy. H. Powel. Adv & Sell 23:30 S 13 '34

Commissions

Agency economics. F. J. Ross. Ptr Ink 169:21-3 O 11 '34

Agency system too rigid, says A. N. A. report. B. A. Grimes. Ptr Ink 169:41-2+ N 15 '34

A.N.A. boosts agencies. Ptr Ink 167:85 Je 7 '34

A.N.A.'s position on agency compensation. A. B. McIntire. Ptr Ink 167:65+ My 3 '34

In selecting and paying an advertising agency. L. H. Bristol. Ptr Ink 168:7, 10+ S 13 '34; Reply (If all clients were ideal). C. J. Cutajar. 169:65 O 4 '34

Directories

Agency list of the Standard advertising register including United States daily newspapers and their representatives. 552p $10 National register pub. co, 853 Broadway, New York '33 [Published three times a year]

Management

'Tis better to have run and lost. . . by the vice-president of a New England advertising agency. il Adv & Sell 22:30+ Ja 4 '34

Service

Agency tactics hinder market research development. L. Chalkley, jr. Adv & Sell 22:19+ Ja 4 '34

Valuable services of the modern advertising agency. Bankers M 129:221-4 Ag '34

Space buyers

Let's quit this arguing about space buying. Ptr Ink 166:7+ Ja 25 '34

Space buyer for each account. E. T. Gundlach. Ptr Ink 166:55-6 Ja 11 '34

Space buyer for each principal account, is Borden idea. S. Peabody. Ptr Ink 165:17-18+ D 7 '33

Space can be bought without wasting time. M. Hacker. Ptr Ink 165:17-18+ D 21 '33

ADVERTISING agencies institute of America

New agency group. Ptr Ink 165:77 D 14 '33

ADVERTISING allowances

Advertising allowances. Ptr Ink 168:37-8 S 27 '34

Advertising's heavy load. R. B. Simpson. Ptr Ink 168:27-8, 33-4 S 13 '34; Discussion (But there is another side). H. E. Yoken. 168:38+ S 27 '34

Allowances and codes. Ptr Ink 167:55-7 Ap 5 '34

Comparison of special discounts and allowances in the grocery, drug, and tobacco trades. W. H. S. Stevens. J of Business 7:224-36 Jl '34

Dealers fight allowance. S. G. Arnold. Ptr Ink 169:69-70 O 18 '34

Special concessions ruin the salesman. Adv & Sell 23:30-1 S 27 '34

That allowance nuisance. A. O. Buckingham. Ptr Ink 168:21+ Ag 30 '34

ADVERTISING and bankers

Bank advertising starts over. H. F. Hobson. Am Bankers Assn J 26:31+ F '34; Excerpt. Adv & Sell 22:32 Mr 1 '34

Banker sees continuing need of advertising. E. W. Stetson. Ptr Ink 165:41+ N 23 '33

See also

Bank advertising

ADVERTISING and sales, Coordination of

Nothing cools off faster than a hot prospect! Standard oil company (Indiana) coordinates direct-mail with sales activities. W. L. Gundlach. il Ptd Salesmanship 63:269-72+ Ag '34

Product sales managers are also associate advertising managers at General foods corporation. E. F. Lougee. Sales Management 35:290-1+ O 1 '34

ADVERTISING and salesmen

Catalog to help jobbers' salesmen; Curtis pneumatic machinery company. il Ptr Ink 166:76-7 Mr 29 '34

Directors write to salesmen; mail campaign of General American life insurance company, St Louis. Ptr Ink Mo 28:50 Je '34

Four reasons for merchandising an advertising program to salesmen; Hardware mutual casualty company. P. G. Parkinson. il Ptd Salesmanship 62:177-9 N '33

Letter campaign basis of this industrial promotion; Westinghouse motors. P. Ruprecht. il Ptr Ink Mo 29:26-8 O '34

Personalized sales letters increased our profit; Nunn Bush and Weldon shoe company. W. Fanning. System 63:419-20+ S '34

Sales plan that makes the advertising part and parcel of the sales force; Macwhyte company. H. E. Sawyer. il Ptd Salesmanship 62:290-2 Ja '34

Salesman and the advertisement. H. M. Hitchcock. Ptr Ink Mo 29:13-14+ Jl '34

ADVERTISING and salesmen—*Continued*

Salesmen use this advertising; Fidelity & guaranty fire corporation of Baltimore. R. C. Sheridan. il Ptr Ink Mo 28:17+ My '34

Teaching dealers the ABC's of advertising; Blue Flash gasoline. Ptr Ink 167:61, 64-5 My 17 '34

Two-thirds of our inquiries result in sales; United autographic register company. A. R. MacFarland. il Ptd Salesmanship 62: 241-3 D '33

What salesmen should know about company advertising. W. E. McFee. Ptr Ink Mo 28: 15-16+ Ja '34

Why salesmen must believe their own sales story; General cigar company. W. Best. Ptr Ink 166:17-18+ Ja 25 '34

ADVERTISING appropriations

Advertising appropriations. A. E. Haase. East Underw 35:49 O 12 '34

Advertising chart; Printers' Ink's black, white and gray list shows proper allocation of budget. Ptr Ink 168:69, 71-2 Jl 26 '34

Budget your advertising for economy and best results; State-planters bank and trust co, Richmond, Va. R. Scorgie. Rand McNally Bankers Mo 51:612-13+ O '34

Fingertip control of fluctuating appropriations. C. W. Stokes. Ptr Ink 166:28-9, 32-3 F 1 '34

First, fix the task. Ptr Ink 168:40 Ag 23 '34

Fixing the appropriation for industrial advertising. C. B. Larrabee. Ptr Ink 167:33-4+ Je 14 '34

How 8 large firms initiate and clear advertising budgets. F. S. Cornell. Sales Management 35:53-4+ Jl 15 '34

How much shall we invest in advertising? C. B. Larrabee. Ptr Ink 167:17-18+ My 31 '34

Investing $2,500 a year in advertising. J. W. Dunegan. il Burroughs Clearing House 19: 14-16+ N '34

Liquor appropriations. Ptr Ink 167:35-6 Je 28 '34

Mechanical costs. Ptr Ink 167:56 My 3 '34

1934 advertising dollars; what can be done to make them buy more in space, in printing and in engravings? C. McPherson. il Ptd Salesmanship 62:293-5 Ja '34

150 leading magazine advertisers of 1933. Ptr Ink 166:64-5, 68 Ja 18 '34; Same. Adv & Sell 22:19+ Ja 18 '34

150 magazine leaders spend 15 per cent more. Ptr Ink 168:55-7 Jl 26 '34

$1,000,000 recovery drive; Southern California Edison company, Los Angeles. Ptr Ink 165: 74 N 16 '33

Planning advertising budget for 1931 markets. F. Newton. Ptr Ink 166:33, 36-7 F 8 '34

To 1935 budgeteers; business is better, but selling will continue tough. L. Tracy. Ptr Ink 168:25-6 Ag 23 '34

See also

Advertising—Accounting

ADVERTISING art

See also

Advertisements, Pictorial

History

Cavalcade. R. Clarke. il Adv Arts p9-13 S '34

ADVERTISING artists

Get up to snuff. J. Mangan. il Adv Arts p13-19 Ja '34

What a copywriter thinks about art and the artist. W. F. McFee. il Adv & Sell 23:32+ S 13 '34

ADVERTISING as a profession

Advertising man writes to his son. Ptr Ink 168:77, 80-1 Jl 19 '34

Business nobody knows. J. Rorty. il Adv & Sell 22:26+ Ap 26 '34

Discipline for the young man in advertising. G. T. Hodges. Ptr Ink 165:59-60 D 7 '33

How shall I break into advertising? R. Dickinson. Ptr Ink 167:65-6, 68-70 Ap 5 '34

How to get that first job in advertising. Ptr Ink 168:73-4+ Ag 9 '34

Women in advertising. Adv & Sell 23:26-7 Je 7 '34; Discussion. 23:18-19+ Jl 5 '34

See also

Advertising agencies

Advertising artists

Advertising copy writers

Advertising ethics

Advertising managers

ADVERTISING campaigns

Advertising hidden service to the public; fur dyer starts national campaign. M. Hollander. il Ptr Ink 167:86-8 Je 21 '34

American Radiator starts housing campaign. il Ptr Ink 168:97-8 S 13 '34

Brochure to dealers inaugurates Dennison's new crepe hat campaign; magazine, newspaper, poster and direct-mail advertising. A. R. Barkley. il Ptd Salesmanship 63:68-72 Ap '34

Campaign for Black Flag. Ptr Ink 167:10 My 3 '34

Car of the future; Pan-Am gasoline campaign. il Ptr Ink 165:24 N 23 '33

Conquest of a tough market; Van Camp's tuna sales jumped with advertising. A. M. Howe. il Ptr Ink 167:81+ Ap 19 '34

Does it really take a pile of money to break into New York? Broadcast corned beef hash and Redi-Spred. il Sales Management 34:240+ Mr 15 '34

Dole sales increase as sales of related products increase; pineapple juice copy says a good word for orange and tomato juice. A. Leinard. il Ptd Salesmanship 62:238-40 D '33

Encore by Shell; introduces another new gasoline. il Ptr Ink 165:66+ N 16 '33

Encore; success of nationally advertised event prompts Bauer & Black to sponsor a second one. il Ptr Ink 167:37-8 My 24 '34

Frigidaire into action on all fronts; shoppers' age is background of huge campaign. Ptr Ink 166:48 Mr 15 '34

Garter challenges; Paris features $1,000,000 money back offer in new anti-nudist campaign. Ptr Ink 168:67 S 13 '34

Grade-mark campaigns; three months' sport-season to be capitalized by patentee, converters, manufacturers and retailers; Sanforized-shrunk washable clothing. il Ptr Ink 167:42 My 31 '34

How a sectional advertiser branched out; Citrus soap company. Ptr Ink Mo 28:18 Ja '34

Laundry-tested; Kansas City laundries try out new merchandising idea. Business Week p24 Ag 18 '34

Millinery code authority enlists industry in new summer season. Sales Management 34: 494 My 15 '34

Million sales by Christmas aim of new specialty; Lektrolite. Ptr Ink 165:98-9 N 16 '33

Nature co-operates with Shuglov campaign; Goodrich overshoes advertising. il Ptr Ink 165:66+ D 28 '33

Newspaper promotion plan sells 300,000 Imp puzzles in 5 months. il Sales Management 34:476 My 15 '34

Paton, at 73, starts largest drive to sell New Yorkers branded honey. L. M. Hughes. il Sales Management 35:450-1 N 1 '34

Pierce-Arrow three-way campaign. il Ptr Ink 165:28-9 D 28 '33

Portland renovizes; a bank wins prize for conceiving idea and successfully advertising it. Ptr Ink 168:81-2 Jl 12 '34

Seven interlocking campaigns announced the 1934 Nash on November 7. J. L. Scott. il Ptd Salesmanship 62:165-9+ N '33

75-cities campaign introduces Standard's 4-foot square bathtub. il Sales Management 34:339 Ap 10 '34

Shell again ups budget. il Ptr Ink 167:76 Ap 19 '34

Silver weddings; International silver company to launch campaign. il Ptr Ink 167:93+ Ap 26 '34

Socony-Vacuum's largest spring drive; 1,000 newspapers used. il Ptr Ink 167:37+ Ap 19 '34

This advertising has story for home folks; Pierce-Arrow would sell more cars in Buffalo. il Ptr Ink 166:76-7 F 15 '34

ADVERTISING campaigns—*Continued*

To popularize hearing aid; Sonotone corporation starts heavy campaign in magazines and newspapers. il Ptr Ink 169:28 N 1 '34

Two action campaigns that led up to a successful climax; dramatic mailing pieces in the Majestic refrigerator and radio campaigns. G. E. Mitchell. il Ptd Salesmanship 62:174-6 N '33

Utilities' joint campaign; gas companies in five states co-operate. il Ptr Ink 169:94-6 N 8 '34

Waterproof adhesive tape wins new business for Johnson & Johnson. il Sales Management 34:451 My 1 '34

When U.S. backs advertising. Ptr Ink 169: 116+ N 15 '34

See also

Buy now campaigns

Money raising campaigns

Special weeks

Asparagus and mayonnaise in sales drive. il Ptr Ink 167:48 Ap 26 '34

Dealers like this group selling plan; Armstrong Cork kitchen week. E. C. Hawley. Ptr Ink 166:29-30+ Mr 15 '34

Develop plan for merchandising national brands through chains; Good Housekeeping week as staged by the A & P stores of Chicago. il Sales Management 34:140-1 F 15 '34

Insurance companies cooperate to tell public about stability. il Sales Management 34: 239 Mr 15 '34

See also

Cotton trade—United States—National cotton week

ADVERTISING cards

Page of recent posters for London's Underground. Adv Arts p23 S '34

Third dimension car cards. il Ptr Ink 166:40 Ja 25 '34

Wrigley's salute to testimonials. il Ptr Ink 166:28 Mr 29 '34

See also

Show cards

ADVERTISING characters

Aristocrat of N. Y. goats. il Ptr Ink 166:20 Mr 29 '34

Buster Brown comes back. Ptr Ink 166:66 F 15 '34

Detective Hastings, nationally advertised, jumps piston ring sales. Sales Management 34:202 Mr 1 '34

Enlivening and humanizing electrical advertising; Reddy Kilowatt. il Edison Elec Inst Bul 2:303-6 S '34

Home-spun copy is feature of new Dixie advertising campaign. E. L. Barringer. il Nat Pet N 26:38+ Mr 7 '34

Meet Joe Sludge. P. H. Erbes, jr. il Ptr Ink 165:28-9 D 21 '33

Mickey Mouse goes into business. il System 63:68-9 F '34

Mickey Mouse—salesman. il Adv & Sell 23:40 Ag 30 '34

Three little pigs bring home bacon for makers of varied lines. Sales Management 34: 107 F 1 '34

Why millions more now call for Philip Morris. M. J. Sheridan. il Sales Management 35:9-10 Jl 1 '34

ADVERTISING conferences

In the conference room; ectoplastered on wall, invisible witness tells story of canned clams campaign. Ptr Ink 168:17-18+ Ag 16 '34

ADVERTISING contests. See Advertising—Prize contests

ADVERTISING copy

Advertising opportunities as gas companies are meeting them today. il Am Gas J 139: 32-4 N '33

Age of change. Ptr Ink 169:97-8 O 25 '34

Amazing facts; salt advertiser takes advantage of public interest in newspaper features. il Ptr Ink 167:61 Je 7 '34

And now concerning copy. Published in biweekly numbers of Advertising and selling

Argument for emotion in selling goods. G. Hodges. Ptr Ink 168:60-2 Jl 5 '34

Banks and housing; newspaper advertising to induce home owners to renovize. il Ptr Ink 168:81-2+ S 27 '34

Bread and butter pudding with raisins. Groucho. Ptr Ink 166:50 Mr 8 '34

Cats and elevators; influences that cause copy to start so far away. A. H. Little. Ptr Ink 167:28-9+ Ap 26 '34

Copy for the face of the package. C. B. Larrabee. il Ptr Ink Mo 28:30+ Mr '34

Copy for the package; seventeen rules. C. B. Larrabee. il Ptr Ink Mo 29:16-18+ S '34

Copy problems. il Ptr Ink Mo 29:37 Ag; 31 S; 28 O; 34 N; 26 D '34

Copy testing—without copy. P. Arnold. Ptr Ink 166:45-6 Mr 1 '34

Copy themes in coupons; consumers, via scissors, give Koppers their secrets. W. T. Laing. Ptr Ink 169:67-70 O 25 '34

Dole sales increase as sales of related products increase; pineapple juice copy says a good word for orange and tomato juice. A. Leinard. il Ptd Salesmanship 62:238-40 D '33

Dumb housewives. il Food Ind 6:256-7 Je '34

Financial advertising copy. L. D. Meredith. Bankers M 128:535-66 My '34

Gas is interesting. map Am Gas J 140:12-13+ Ap '34

Give us poised advertising! R. Warner. Ptr Ink 166:45+ Mr 22 '34

Groucho says: For heaven's sake, respect yourself! Ptr Ink 166:28 Mr 15 '34

Groucho says: Is the consumer your pal? Ptr Ink 168:80 Ag 23 '34

Groucho says: Puff! brothers, puff. Ptr Ink 167:16 Ap 12 '34

Hurry up copy and its evils. T. H. Thompson. Ptr Ink 168:65+ S 20 '34

If Einstein were a writer of advertising. H. M. Bourne. Ptr Ink 167:28+ Ap 5 '34

It's time to get up; gearing retail selling to current advertising copy. P. H. Erbes, jr. Ptr Ink 166:61-2 Mr 29 '34

Key your copy to the advertising spiral. O. Kleppner. Adv & Sell 22:32 N 23 '33

Mail order quotations break with the rising general price trend. J. Jamieson. il Adv & Sell 23:26+ S 13 '34

Maybe the book publishers were right. D. Gridley. Ptr Ink 169:61, 64-6 N 15 '34

New frankness in advertising; toilet paper, Kotex, etc. F. T. Rowe. il Adv & Sell 23: 23-4+ S 27 '34

New products—new copy—new ideas? launch them now; the public wants a change. J. T. Ellington. il Adv & Sell 23:28+ My 10 '34

Old copy tools still keep a fair edge. S. L. Smith. Ptr Ink 166:45+ F 15 '34

One way to get ideas that are hard to imitate; those that grow right out of the product. L. Kelley. Ptr Ink 165:81+ D 14 '33

Pious copy writing; in eradicating rush production, more than prayer is needed. B. W. Williams. Ptr Ink 169:13, 16 O 18 '34

Pixie tracks; why some copy sounds like inscriptions for monuments. A. H. Little. Ptr Ink 168:21, 24-6 Jl 26 '34

Sales urge in housing copy. il Ptr Ink 169: 65-6+ O 18 '34

Sampling with words. T. H. Thompson. Ptr Ink 167:15-16 Je 14 '34

Ships are ladies. A. H. Little. Ptr Ink 168: 7+ S 6 '34

Soft pedal for loud claims; Richfield gasoline campaign. il Ptr Ink 169:32 N 1 '34

To L. E. McGivena; on the News advertisement, Vermilion tricycle. G. W. Freeman. Ptr Ink 168:21+ Jl 19 '34; Discussion (Was I surprised!) L. E. McGivena. 168:31-2+ Jl 26 '34; Reply. 168:61-2 Ag 9 '34

We're in for an era of shooting. A. H. Little. il Ptr Ink Mo 28:21-2+ My '34

What this country needs—! competition consciousness bids fair to bring all advertising to dead level of mediocrity. W. J. Weir. Ptr Ink 168:28-30 Ag 9 '34

When copy writers lie. W. E. McFee. Ptr Ink 167:81-3 Je 21 '34

ADVERTISING copy—*Continued*

Why national advertising misses fire on Main street. M. Dana. il Adv & Sell 22:19+ D 7 '33

Yelling copy. T. H. Thompson. Ptr Ink 166:7, 10+ F 15 '34

See also

Advertisements—Headlines

Advertisements—Testing

Advertisements, Humorous

Advertising—Psychology

Advertising ethics

Sales letters

Competitive copy

Advertising copy that kicks back; copy which slurs advertising or harms an industry. M. K. Powers. Ptr Ink Mo 28:19+ Ap '34

Battle of the fuels; gas and coal have merry advertising fight in Chicago. P. H. Erbes, jr. il Ptr Ink 168:45-6+ S 20 '34; Same. Dom Eng 144:73+ N '34

Campaign to close sales in few calls; Coalitosis booklet and ten mailing pieces help oil burner prospects make up their minds. J. A. Berghoff. il Ptd Salesmanship 62:170-1 N '33

Can we cut number of calls per sale? Wayne oil burner corporation of Ft. Wayne, Indiana. il Sales Management 34:202 Mr 1 '34

Coalitosis shocks buyers into buying now. J. A. Berghoff. il Ptr Ink 166:49-51 Ja 4 '34

Cosmetic skin; industry complains against Lux copy. il Ptr Ink 167:33-4+ My 10 '34

Fuel war wages furiously with Chicago the major battle ground. Heat & Ven 31:27 O '34

Gas in review. il Am Gas J 139:9-10+ D '33

Groucho says: Build or destroy; there's no middle ground. Ptr Ink 168:57 Jl 12 '34

Knox fights back. Ptr Ink 166:18 F 15 '34

Lux tempers, but does not abandon, "cosmetic skin" copy. il Sales Management 34:473 My 15 '34

Major Namm looks at auto ads. B. H. Namm. Adv & Sell 23:36 Je 21 '34

Too hot to handle; when competitive fights become industry battles the trade association should step in. C. B. Larrabee. Ptr Ink 166:57-9 F 22 '34

When a competitor follows you, advertise him! Multibestos uses business-paper space to congratulate Raybestos. Ptr Ink 165:68-9 N 30 '33

Credibility

Does believing mean being convinced? B. Moore. Adv & Sell 23:58 Jl 19 '34

Is seeing believing—in advertising? B. Moore. Adv & Sell 23:30 My 10 '34

What kind of copy opens pocket books? B. Moore. Adv & Sell 23:24 O 11 '34

Curiosity appeal

Disappearing copy; invisible ink supplies attention hook for Frigidaire Christmas mailing piece. Ptr Ink 165:46 N 23 '33

Demonstrations and tests

One contest—two winners; Hudson motor company road test challenge. il Adv & Sell 23:30 Ag 2 '34

Dramatic quality

Animals and Standard Oil. P. H. Erbes, jr. il Ptr Ink 168:56-7, 60-1 Ag 2 '34

Are we selling entertainment or merchandise? J. L. McPeak. il Adv & Sell 22:30+ Ja 18 '34

Dentists are people, too. il Ptr Ink 167:93-4 Je 21 '34

Imagination dramatizes the most humdrum of products; Armco ingot iron. W. E. McFee. il Ptd Salesmanship 62:188-9 N '33

News copy in business papers; American Bemberg. il Ptr Ink 166:88+ Ja 25 '34

Speeding up industrial copy with action. W. E. McFee. il Ptr Ink 166:37+ Mr 8 '34

Emotional appeal

What makes women buy? H. G. Rees. Adv & Sell 23:28+ S 13 '34

Fashion appeal

Converter goes to retailer in style campaign; Allied kid company. R. E. Binger. il Ptr Ink 168:37+ S 20 '34

Swagger styles strike a modern note in apparel merchandising; Pioneer belts. M. M. Dreyfus. il Ptd Salesmanship 62:180-1+ N '33

Fear appeal

Bystander reviews the passing parade of the lame, the halt and the blind; chart of advertised ills and ailments. J. Garth. pl Ptd Salesmanship 63:89, 93 Ap '34

Fear begets no friendships. A. H. Little. Ptr Ink 166:49, 52-4 Mr 15 '34

Morituri te salutamus; but still we hate you. A. H. Little. Ptr Ink Mo 29:23-4 S '34

Plagues; clearing-house of advertising diseases and their promulgators. Ptr Ink 169:63-4 O 11 '34

Handicraft appeal

Nothing jaded in this appeal; Admiration cigars. il Ptr Ink 166:94 F 1 '34

Health appeal

Must we have meals from the medicine chest? J. Dough. il Ptr Ink Mo 28:23-4 Mr '34

New campaign to sell bread financed by General Mills for bakers' benefit. il Ptr Ink 166:61-2 Mr 15 '34

Historical appeal

1882; insulation company is dramatizing fifty-two years of service to rail executives. il Ptr Ink 169:40 O 11 '34

New York Life advertises. il Ptr Ink 168:24 Ag 2 '34

Selling real estate confidence; trust company advertising program. il Ptr Ink 165:76-7+ N 16 '33

Human interest appeal

Bring back romance to spending! R. McInerney. il Nation's Business 22:37-8+ Jl '34

Tex Bayless; his salesmanship and that of other agents theme of forceful insurance copy. il Ptr Ink 167:68 Ap 12 '34

Humor

See Advertisements, Humorous

Language

Happy ending; an examination of sentence-structure principles. A. H. Little. Ptr Ink 168:37+ Jl 5 '34

How Harwood helped; revising Holy Writ, left a lesson on how not to write. A. H. Little. Ptr Ink 167:17-18+ Ap 5 '34

Length

Hard-working copy. M. K. Powers. Ptr Ink 169:33-5 O 4 '34

Industrial copy; whether it should be long or short depends on desired objective. Ptr Ink 166:68 Mr 29 '34

Local pride appeal

Pepperell applies maxim that promotion begins at home; community campaign for rayon weaving unit. il Textile World 84:1076 My '34

Pepperell's home-town campaign. il Ptr Ink 167:81-2 Ap 12 '34

This advertising has story for home folks; Pierce-Arrow would sell more cars in Buffalo. il Ptr Ink 166:76-7 F 15 '34

Negative appeal

Advertising copy that kicks back; copy which slurs advertising or harms an industry. M. K. Powers. Ptr Ink Mo 28:19+ Ap '34

There's method in madness of Mr Fox; why General Foods uses current bran copy. il Ptr Ink 167:72-3 Ap 12 '34

See also

Advertising copy—Fear appeal

News interest

Blue Eagle timing; Paris garter keys new and extensive advertising campaign to renewed public interest in NRA. il Ptr Ink 166:37-8 Mr 15 '34

ADVERTISING copy—News interest—*Continued*

Macy's knee action. il Ptr Ink 166:55 Ja 18 '34

Mr Reglar reads advertising and knows his 1933; how copy echoed front-page headlines. J. O. Nilan and A. C. Coe. il Ptr Ink Mo 28:27-30+ Ja '34

Pictures suitable for framing make valued advertising pieces; de luxe folders of Associated oil co, San Francisco. R. L. Smith. il Ptd Salesmanship 63:284-5 Ag '34

Seth Parker launches world cruise; national advertisers to accompany him. B. A. Grimes. il Ptr Ink 165:29+ N 16 '33

Tell how you help your community and help your own business. E. L. Barringer. Nat Pet N 25:11 N 22 '33

Value of news in bank advertising. I. I. Sperling. Am Bankers Assn J 27:76-7 Jl '34

Pleasure appeal

Grandma Jones, buyer; good living as theme for modern advertiser. C. B. Larrabee. Ptr Ink 167:29+ My 3 '34

Price appeal

Dividend—not price cut; Garcia Grande makes store tests before advertising 50 per cent reduction. J. Klorfein. il Ptr Ink 168:25-6 S 20 '34

Price buyers begin to ask, which, at this price, offers the most value? Caterpillar tractor company cites a case of government purchasing which resulted in a price folder. G. M. Walker. il Ptd Salesmanship 63:76-7 Ap '34

Price changes

Even price changes make sales letters. M. L. Harter. Ptr Ink 166:57, 60-2 Mr 8 '34

Price justification

Advertising to justify rates; nine important points to be stressed in informing public opinion on the relative cheapness of electric service. A. B. West. il Elec W 103: 408-9 Mr 17 '34

Pride appeal

Copy problems; Weston photographic exposure meter. il Ptr Ink Mo 29:34 N '34

Making Main street "want it." M. Dana. il Adv & Sell 22:19+ Mr 15 '34

Mrs Modern's range; American stove company's current campaign goes to gay nineties for copy theme. il Ptr Ink 166:50 F 15 '34

Quality appeal

Blue Eagle timing; Paris garter keys new and extensive advertising campaign to renewed public interest in NRA. il Ptr Ink 166:37-8 Mr 15 '34

Copy problems; du Pont finishes. il Ptr Ink Mo 29:37 Ag '34

It's time to trade up. L. Valenstein. Ptr Ink 166:17-18+ Mr 15 '34

Low obsolescence becomes a selling point; Weston electrical instrument corporation. E. F. Weston. Ptr Ink 165:12-13 N 23 '33

National Dairy starts $1,500,000 drive for approved ice cream. il Sales Management 34:285 Ap 1 '34

So this is grade A milk! il Ptr Ink 169:80-1 O 11 '34

Yes, women will respond to brand advertising; S.V.M. hosiery campaign. M. Higley. il Ptr Ink 168:25-6+ S 6 '34

Quotations

Phrase-lifting as copy oasis; thoughts of Kipling, Stevenson and the like may be used in writing advertisements. B. W. Williams. Ptr Ink 167:17-18 Je 28 '34

Save the quotes for dialog; lift not the gems of others, but rather write your way. A. H. Little. il Ptr Ink 169:41-2+ O 18 '34

Reason appeal

Advertising success story: Dr. Lyon's. H. A. Weissman. il Ptr Ink 167:7+ Ap 26 '34

Better than home-made; reason-why copy in campaign by apple sauce canners. il Ptr Ink 165:72-3 D 28 '33

To sell life's essentials, tell women facts. M. Y. Taylor. Ptr Ink 168:65-6+ Jl 19 '34

Why some women distrust all advertising; not sufficiently informative. A. Edwards. Ptr Ink 167:44-6 My 31 '34

Recipes

See Advertisements—Cook books and recipes

Service appeal

Copy problems; American Cyanamid. il Ptr Ink Mo 29:28 O '34

Specialization

Why not advertising copy from an editorial slant? answers by the editors of leading magazines. E. M. Oren. il Ptd Salesmanship 63:226-9, 252, 295-6+ Jl-Ag '34

Style

Cobbett for copy writers. E. M. Oren. Ptd Salesmanship 64:68-70, 86 O '34

Un-sinned sins; flour advertisement as certain famous authors might have written it. G. Blake. il Adv & Sell 23:22+ My 24 '34

Teaser copy

Biggest kidnap scheme they ever was; automatic washer uses ingenious theme in successful new dealer campaign. il Ptr Ink 165:13+ D 28 '33

Teaser copy in Uruguay. il Ptr Ink 167:88-9 Ap 26 '34

Testimonials

Copy problems; Cannon Mills towels; advertising campaign, directed at the hotel trade. il Ptr Ink Mo 29:31 S '34

Satisfied customers speak out in meeting; Letz manufacturing co. machinery for grinding roughage into feed. il Ptr Ink 166:57-8 Mr 29 '34

Testimonial flare back; Crawford Burton and Camel cigarettes. Ptr Ink 169:12 N 8 '34

Testing

See Advertisements—Testing

Themes

Memory fodder; copy needs something that will stick in reader's mind. M. K. Powers. Ptr Ink 168:13, 16-18 Ag 23 '34

13,821 tests prove the basic theme most important factor in advertising. H. C. Link. Adv & Sell 22:30+ Ap 26 '34

Thrift appeal

Economy keynote of Purol advertising. il Ptr Ink 166:106 Mr 15 '34

Ten thousand prospects tell how to write booklets; Koppers test newspaper copy. W. T. Laing. il Ptr Ink Mo 29:27-8+ Ag '34

Use appeal

Product use, basis of this industrial advertising. il Ptr Ink 168:75-6 Ag 16 '34

Showing the dealer how; three types of solicitations which bring sales from undeveloped fields for cheesecloth. il Ptr Ink 167:65-6 Je 7 '34

ADVERTISING copy writers

Books for advertisers; the Bible, Your money's worth, American weekly and March's Thesaurus get some votes. Ptr Ink 169:65-6+ N 8 '34

Copy by artists. Ptr Ink 167:12 My 3 '34

Fever and its place in copy. G. R. Ashbey. Ptr Ink 167:97-8 Ap 26 '34

He got a job and made good. Ptr Ink 167: 51-2 My 17 '34

Hurry up copy and its evils. T. H. Thompson. Ptr Ink 168:65+ S 20 '34

If Einstein were a writer of advertising. H. M. Bourne. Ptr Ink 167:28+ Ap 5 '34

In replying to an inquirer—why not be human and kind? W. J. Weir. Ptr Ink 168: 77+ S 13 '34

Look out for old Cui Bono! T. H. Thompson. Ptr Ink 169:73+ O 11 '34

ADVERTISING copy writers—*Continued*

Prep school for copy cubs. S. H. Birchall. il Adv & Sell 22:27+ Mr 1; 21+ Mr 15 '34

Salesman can learn from copy writer and vice versa. R. Surrey. Ptr Ink 167:92-7 My 24 '34

ADVERTISING cut-outs

Dole sales increase as sales of related products increase; pineapple juice copy says a good word for orange and tomato juice. A. Leinard. il Ptd Salesmanship 62:238-40 D '33

Some die-cut ideas. il Ptr Ink Mo 29:56-7 S '34

Two action campaigns that led up to a successful climax; dramatic mailing pieces in the Majestic refrigerator and radio campaigns. G. E. Mitchell. il Ptd Salesmanship 62:174-6 N '33

Unusual displays. il Ptr Ink 167:50 Je 14 '34

ADVERTISING departments

Advertising department that operates as an advertising agency; U. S. gypsum company. A. R. Barkley. Ptd Salesmanship 63:117-18 My '34

How industrial advertising and sales departments are organized. Adv & Sell 23:28 S 27 '34

Save the pennies and the budget will take care of itself. H. M. Hitchcock. Ptr Ink 165:51-3 N 23 '33

See also

Advertising managers

ADVERTISING ethics

Advertising censorship from newspaper viewpoint. D. Bridge. Ptr Ink 169:37-8 O 11 '34

Advertising copy that kicks back; copy which slurs advertising or harms an industry. M. K. Powers. Ptr Ink Mo 28:19+ Ap '34

Advertising for profit. A. D. Lasker. Adv & Sell 23:22 S 27 '34

Advertising must fight, as well as clean up. G. Hodges. Ptr Ink 167:33-4+ Ap 19 '34

Advertising needs cleaning from within. Ptr Ink 167:7-8+ Ap 5 '34

Advertising's role in this transitional period. J. Rorty. Ptr Ink 166:12-13+ F 15 '34

Agency men invite, and get, cracks on chin. G. A. Nichols. Ptr Ink 167:25-6 My 31 '34

Almost forgotten buyers; how the government can help them and how the reformers can't. T. S. Harding. Ptr Ink 167:25-6+ My 10 '34

Are the quacks becoming louder? G. B. Hotchkiss. Adv & Sell 22:20-1+ D 21 '33

Call for discipline. F. R. Farnham. Ptr Ink 168:82+ Jl 19 '34

Case of Alice Edwards. Ptd Salesmanship 63:42-3 Mr '34

Consumer disbelief. Ptr Ink 167:75-6 Ap 26 '34

Consumers articulate; mass reaction to advertising endangers high and low standards alike. C. B. Larrabee. Ptr Ink Mo 29:21, 51 O '34

Criticism: just and unjust. A. B. McIntire. Adv & Sell 23:30 O 11 '34

Decent advertisers must take lead. E. L. Greene. Ptr Ink 166:45-6+ Mr 29 '34

Denounce unethical copy; Advertising affiliation members lift up warning finger. Ptr Ink 167:40 My 24 '34

Disgusted. C. Harris. Ptr Ink 167:24 Je 21 '34

Doctors set up advertising rules for food products. D. Gridley. Ptr Ink 165:41-2+ D 21 '33

Doing nicely, is word from proprietary camp. E. H. Gardner. Ptr Ink 169:31-2+ N 8 '34

For advertising's sake; newspaper publishers' attack upon pure food and drugs bill. R. H. Waldo. Adv & Sell 23:19+ My 10 '34

Gimbel's copy tells the truth or pays $10 per error. il Adv & Sell 22:48 F 15 '34

Gimbels offers $10 reward. Ptr Ink 166:40 F 8 '34

Groucho asks: What do you think about the agency business? Ptr Ink 168:58 Jl 19 '34

Groucho says: We tell the truth. Ptr Ink 167:16 My 24 '34

Groucho says: What do you mean "reform advertising"? Ptr Ink 167:20 My 3 '34

How advertisers can help censor advertising. P. B. West. Ptr Ink 169:17-18+ O 4 '34; Discussion. 169:86+ O 25 '34

How media owners can curb false advertising. A. E. Haase and I. W. Digges. Ptr Ink 168:7+ S 27 '34

How Proprietary association's advisory committee plans to correct advertising from within. Ptr Ink 168:81+ S 13 '34

Is that news?. . .or am I General Grant? P. Hollister. Adv & Sell 23:20+ Jl 5 '34

Magazine clearing-house? G. J. Hecht. Ptr Ink 169:27 O 4 '34

Movie advertising is clean J. J. McCarthy. Ptr Ink 169:31-3+ N 15 '34

Must royalty be spanked? Proprietary association's effort to make advertising pure and undefiled. Ptr Ink 168:72 S 6 '34

National advertiser asks media owners for a czar. Adv & Sell 23:23-4 Ag 16 '34

No government bureau shall censor advertising. E. E. Calkins. Ptr Ink Mo 27:27-8+ D '33

150 codes demand honest advertising. C. B. Larrabee. Ptr Ink 166:21, 24-6 Mr 29 '34

Our master's voice; advertising. J. Rorty. 394p $3 Day '34

Pepperell hits snipers; meets unfair loss-leader selling. il Ptr Ink 169:28 O 4 '34

Present-day advertising—the consumer's viewpoint. C. E. Warne. Ann Am Acad 173:70-9 My '34

Proprietaries adopt code. Ptr Ink 168:24-6+ Ag 16 '34

Proprietary Association advertising expert states control purpose. E. H. Gardner. Oil Paint & Drug Rep 126:22 S 10 '34

Proprietary association plans advertising advisory service. Oil Paint & Drug Rep 125:21-2+ My 28 '34

Radio checkup; Chicago better business bureau to correct false claims in broadcasts. Business Week p14 Mr 31 '34

Ready to clean house. B. A. Grimes. Ptr Ink 167:41+ Je 28 '34

Shyster advertising tricks kill good-will. G. Buck. Ptr Ink 168:49-50+ Ag 30 '34

This advertiser demands czar to censor copy. G. Scholefield, pseud. Ptr Ink 169:33-4+ N 1 '34

Time for a showdown. D. A. Reidy. Ptr Ink 168:34+ Jl 5 '34

To L. E. McGivena; on the News advertisement, Vermilion tricycle. G. W. Freeman. Ptr Ink 168:21+ Jl 19 '34; Discussion (Was I surprised!) L. E. McGivena. 168:31-2+ Jl 26 '34; Reply. 168:61-2 Ag 9 '34

Too hot to handle; when competitive fights become industry battles the trade association should step in. C. B. Larrabee. Ptr Ink 166:57-9 F 22 '34

Truth code—with teeth; retail code authority of Columbus, Ohio. Ptr Ink 167:12 Je 28 '34

Understanding, not exploitation. il Ptr Ink 166:18+ Ja 4 '34

Warning to advertisers, a call to action. W. C. D'Arcy. Ptr Ink 167:32-4 My 31 '34

What kind of regulation does advertising need? E. E. Calkins. Adv & Sell 22:15-16+ D 7 '33; Discussion (What kind of regulation would the Tugwell bill provide?). A. Heald. 22:14 D 21 '33

When copy writers lie. W. E. McFee. Ptr Ink 167:81-3 Je 21 '34

Where there's so much smoke. A. M. Miller. Adv & Sell 23:21-2 Ag 2 '34

Why some women distrust all advertising; not sufficiently informative. A. Edwards. Ptr Ink 167:44-6 My 31 '34; Abstract. Adv & Sell 23:54 Je 7 '34

Yes; but it pays. Ptr Ink Mo 28:13 My '34

See also

Advertising—Laws and regulations

Advertising, Fraudulent

Whispering campaigns

ADVERTISING federation of America

Advertising on trial; A.F.A. convention calls witnesses. B. A. Grimes. Ptr Ink 167:37+ Je 21; 41-6 Je 28 '34

ADVERTISING federation of America—*Cont.*

Annual convention, New York. Adv & Sell 23:30 Jl 5 '34; Sales Management 35:30 Jl 1 '34

Programs and activities for June meeting. Ptr Ink 167:80-2 My 31 '34

ADVERTISING literature

See also

Advertisements—
Books and booklets

Bibliography

Informative booklets. Oil Paint & Drug Rep 126:35 Jl 9 '34 [cont every other week]

ADVERTISING managers

How advertising managers insure contact with their trade. Ptr Ink 166:45-6+ F 8 '34

Product sales managers are also associate advertising managers at General foods corporation. E. F. Lougee. Sales Management 35:290-1+ O 1 '34

What an advertising manager needs in a boss; by an advertising manager. Ptr Ink 168:73+ S 20 '34

ADVERTISING mediums

A.N.A. presses its fight on forced circulation. Ptr Ink 167:37 Je 14 '34

Financial advertising media. L. D. Meredith. Bankers M 128:267-90 Mr '34

How 8 large firms initiate and clear advertising budgets. F. S. Cornell. Sales Management 35:53-4+ Jl 15 '34

How media owners can curb false advertising. A. E. Haase and I. W. Digges. Ptr Ink 168:7+ S 27 '34

Let's quit this arguing about space buying. Ptr Ink 166:7+ Ja 25 '34

Making Main street "want it." M. Dana. il Adv & Sell 22:19+ Mr 15 '34

National advertiser asks media owners for a czar. Adv & Sell 23:23-4 Ag 16 '34

Space buyer for each principal account, is Borden idea. S. Peabody. Ptr Ink 165:17-18+ D 7 '33

Space can be bought without wasting time. M. Hacker. Ptr Ink 165:17-18+ D 21 '33

World's fair—a new advertising medium. il Ptd Salesmanship 63:169-71+ Je '34

See also

Advertising, Soliciting of
Audit bureau of circulations
Blotters
Electric signs
Moving pictures in advertising
Radio advertising
Stickers

Farm papers

Rural and farm publications; commercial advertising linage for January. Ptr Ink 166:92 F 15 '34 [cont monthly]

Irregular mediums

Advertising racket curbed via NRA; New York hotel code bans irregular mediums. L. Valenstein. Ptr Ink 167:98+ Je 7 '34

Charity advertising dollar. G. Chapin. Ptr Ink 167:32 Je 14 '34

Nuisance advertising. W. S. Lockwood. Ptr Ink 167:80 Je 21 '34

Program-ad racket goat usually is a printer. L. G. D'Armand. Inland Ptr 92:26 D '33

Motor trucks

Cartoon posters for display on the sides of trucks. il Ptd Salesmanship 63:28 Mr '34

Newspapers

Advertising censorship from newspaper viewpoint. D. Bridge. Ptr Ink 169:37-8 O 11 '34

A.N.A. studies combinations. Ptr Ink 168:49-50 Ag 16 '34

Color in newspaper advertising. il Ptr Ink Mo 28:55-70 F '34

Comparing American and British reading habits. H. H. Field. Adv & Sell 22:24+ N 23 '33

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Annual meeting, 11th, Philadelphia, March 5-9. Heat & Ven 31:50-1 Ap '34; Dom Eng 143:79-80 Ap '34

AMERICAN oil chemists' society
Fall meeting, Chicago, Oct. 12-13. Can Chem & Met 17:224-5+ N '33

AMERICAN ornithologists' union
Semi-centennial meeting, New York, Nov. 13-16. Science 78:549 D 15 '33

AMERICAN paint and varnish manufacturers' association (now National paint, varnish and lacquer association)
Annual meeting, 7th, Chicago, Oct. 30-31. Oil Paint & Drug Rep Extra ed 124:43-51 N 16 '33

AMERICAN paper and pulp association
Annual meeting, 57th, New York. Paper Tr J 98:37-57 F 22 '34
Review of Association activities. S. L. Willson. Paper Tr J 98:24+ Mr 8 '34

AMERICAN petroleum institute
Complying with A.P.I. specifications. J. E. Pew. Am Pet Inst Proc 14(4):100-2 N '33
Institute's various activities render valuable service to every branch of oil industry. W. R. Boyd, jr. Oil & Gas J 33:33-44 My 31 '34
Mid-continent district of Production division annual meeting, Oklahoma City, Feb. 15-16. Oil & Gas J 32:18+ F 22 '34
Mid-year meeting, 4th, Pittsburgh. Oil & Gas J 33:6-7+ My 31 '34
Southwestern district of Division of production annual meeting, Fort Worth, Texas, April 20-21. Oil & Gas J 32:10+ Ap 26 '34

AMERICAN pharmaceutical association
Annual convention, 82d, Washington, D.C. Oil Paint & Drug Rep 125:21+ My 14 '34

AMERICAN pharmaceutical manufacturers association
Annual meeting, 27th, Chatham, Mass. June 25-29. Oil Paint & Drug Rep 126:25-6+ Jl 2; 41-2 Jl 9 '34

AMERICAN philosophical society
Grants, 1933-1934. Science 79:387-8 Ap 27 '34
Special libraries of Philadelphia. Special Lib 25:82 Ap '34

AMERICAN physical society
Early days of the physical society. E. Merritt. pors R Sci Instr 5:143-8 Ap '34
Meeting, 1934, Ann Arbor, June 28-30. Science 80:201 Ag 31 '34

AMERICAN phytopathological society
Annual meeting, 25th, Boston, Dec. 28-30, 1933. Science 79:105 F 2 '34

AMERICAN psychological association
Meeting of the New York branch, April 7. Science 79:312-13 Ap 6 '34

AMERICAN public health association
Convention, Indianapolis, Oct. 9-12. Monthly Labor R 37:1377-84 D '33

AMERICAN pulp and paper mill superintendents' association
Annual convention, 15th, June 20-22. Paper Tr J 98:23-8+ Je 28 '34

AMERICAN radiator and standard sanitary corporation
Modernization pays; American Radiator in tieup with government campaign. Business Week p12 N 10 '34
Speculative audit; favorable and unfavorable factors affecting common-stock values. Barron's 13:14 D 18 '33

AMERICAN railway association (now Association of American railroads)

Electrical section

Annual meeting, Philadelphia, Oct. 25. Ry Age 97:581-2, 617-18 N 10-17 '34

Freight claim division

Annual meeting, 43d, New York, May 22-24. Ry Age 96:810-13 Je 2 '34

Mechanical division

Committees report at Chicago meeting, June 27-28. Ry Mech Eng 108:217-48 Jl '34; Ry Age 96:967-74 Je 30 '34
Suggests revival of mechanical conventions. Ry Mech Eng 108:215-17 Jl '34

Purchases and stores division

Busy year for the supply division. G. E. Scott. Ry Age 96:883-5 Je 16 '34
General committee meeting, Chicago, June 8. Ry Age 96:886-92 Je 16 '34

Safety section

Annual meeting, 14th, Cleveland, Oct. 2-4. Ry Age 97:437-41 O 13 '34

Signal section

Annual meeting, 40th, Chicago, March 12-13. Ry Age 96:413-17 Mr 17 '34

Telegraph and telephone section

Annual meeting, 16th, Chicago, June 12-14. Ry Age 96:918-20 Je 23 '34

AMERICAN railway bridge and building association
Convention, 41st, Chicago, Oct. 16-18. Ry Age 97:508-12 O 27 '34

AMERICAN railway development association
Semi-annual meeting, 25th, Chicago, Dec. 7-8. Ry Age 95:851-2 D 16 '33

AMERICAN railway engineering association
Annual meeting, 35th, Chicago, March 13-14. Ry Age 96:396-412 Mr 17 '34; Eng N 112:386-8 Mr 22 '34

AMERICAN railway magazine editors association
Semi-annual meeting, Cleveland, Oct. 2. Ry Age 97:450 O 13 '34

AMERICAN reserve insurance company
Statement, 1933. East Underw 35:30 Mr 16 '34; Ins Field (Fire ed) 63:28 Mr 8 '34; Spectator 132:21 Mr 29 '34; Weekly Underw 130:487 Mr 10 '34

AMERICAN road builders' association
Annual meeting, 31st, Chicago, Jan. 22-25. Eng N 112:147-8, 152 F 1 '34; Can Eng 66:15-17 Ja 30 '34; Concrete 42:18 F '34

AMERICAN rolling mill company
5% conv. gold notes '38. S. Devlin. Mag of Wall St 53:344 Ja 20 '34
Nine stocks in favored position. Mag of Wall St 54:34-5 Ap 28 '34
Report, 1933. Barron's 14:10+ Ap 2 '34
Research activities. il Am Cer Soc Bul 12:350 D '33

AMERICAN short line railroad association
Annual meeting, 20th, Milwaukee, Wis. Aug. 6-7. Ry Age 97:210 Ag 18 '34

AMERICAN smelting and refining company
American smelting co. gets F.T.C. complaint. Iron Age 133:35 F 22 '34
Federal trade commission charges it with violation of the Clayton act. Min Cong J 20:40 Mr '34
Helped by inflation. G. L. Merton. Mag of Wall St 55:32-3+ O 27 '34
What's behind the move in metal and smelting shares? E. A. Barnes. Mag of Wall St 53:134-6 N 25 '33

AMERICAN society for metals (formerly American society for steel treating)
Annual convention, New York, Oct. 1-5. Steel 95:34+ O 22; 33-6+ O 29; 34, 36+ N 5 '34; Metal Prog 26:17-20+ N '34
Society for metals dates back to war period. Steel 95:75+ S 24 '34

AMERICAN society for testing materials
Annual meeting, 37th, Atlantic City, June 25-29. Eng N 113:18-19 Jl 5; 51-4 Jl 12 '34; Foundry 62:16-17+ Jl '34; Iron Age 134:41-2, 42A-42B Jl 5 '34; Metal Ind 32:240-1 Jl '34; Ry Age 97:21-2 Jl 7 '34; Steel 95:40+ Jl 2; 30, 32 Jl 9 '34
Committee meetings, Washington, D. C. March 5-9. Eng N 112:368 Mr 15 '34; Foundry 62:56 Mr '34; Iron Age 133:35-6 Mr 15 '34; Metal Ind 32:125 Ap '34; Steel 94:44+ Mr 19 '34
Spring regional meeting, Washington, D.C. March 7. Eng N 112:383-4 Mr 22 '34; Steel 94:44 Mr 12 '34

AMERICAN society of bakery engineers

Annual meeting, Chicago, March 15. Food Ind 6:184 Ap '34

AMERICAN society of civil engineers

Annual meeting, 81st, New York, Jan. 17-20. Eng N 112:117-20 Ja 25 '34; Civil Eng 4:103 F '34

Annual report of the Board of direction for the year ending December 31, 1933. Am Soc C E Proc 60:supl-22 F '34

Joint meeting with Engineering institute of Canada, Vancouver, July 11-13. Eng N 113:83-6 Jl 19 '34

Matters of etiquette for writers; contributions to Proceedings subject to rational regulations. Civil Eng 4:549-50 O '34

AMERICAN society of heating and ventilating engineers

Annual meeting, 40th, New York, Feb. 5-9. Heat & Ven 31:35-42 Mr '34; Heating-Piping 6:132-46 Mr '34; Power 78:152-3 Mr '34; Dom Eng 143:97-8 Mr '34

Report of the committee on research for 1933. G. L. Larson and F. C. Houghten. Heating-Piping 6:89-93 F '34

Semi-annual meeting, Buck Hill Falls, Pa. June 19-22. Dom Eng 144:77-8+ Jl '34; Heat & Ven 31:37-8+ Jl '34; Power 78:419 Jl '34; Heating-Piping 6:359-68 Ag '34

Society goes around the world; portraits and sketches of some foreign members. Heating-Piping 6:447-8 O '34

AMERICAN society of mechanical engineers

Annual meeting, 54th, New York, Dec. 4-8. Mech Eng 56:33-41+ Ja '34; Am Mach 77:779-81 D 6 '33; Automotive Ind 69:730-2 D 16 '33; Power 77:684-98 Mid-D '33; Power Pl Eng 37:532-7; 38:62-6 D '33-Ja '34; Steel 93:26+ D 11 '33; Mech Eng 56:33-41+ Ja '34; Foundry 62:38+ Ja '34

Junior member; a study of his relations to the American society of mechanical engineers. Mech Eng 56:210-12 Ap '34

Oil and gas power division

Annual meeting, 7th, State College, Pa. June 20-23. Power 78:418-19 Jl '34

Printing industries division

Annual conference, 5th, Philadelphia, Oct. 8-9. Mech Eng 56:703-4 N '34

Textile division

Annual meeting, New York, Dec. 6. Textile World 83:2186 D '33

AMERICAN society of municipal engineers

Annual meeting, 40th, Rochester, N.Y. Sept. 24-27. Pub Works 65:34 O '34

Public works officials and municipal engineers set up joint secretariat at Chicago. Eng N 113:443 O 4 '34

AMERICAN society of naturalists

Semi-centennial. Science 78:549-50 D 15 '33

AMERICAN society of parasitologists

Annual meeting, 9th, Boston, Dec. 28-30, 1933. Science 79:103 F 2 '34

AMERICAN society of plant physiologists

Annual meeting, 10th, Boston, December, 1933. Science 79:105-7 F 2 '34

AMERICAN society of refrigerating engineers

Annual meeting, 29th, New York, Dec. 6-8. Refrig W 68:16-21 D '33

Audit, Sept. 1, 1932 to Aug. 31, 1934. Refrig Eng 28:264-5+ N '34

AMERICAN society of tropical medicine

Officers. Science 78:527-8 D 8 '33

AMERICAN society of zoologists

Annual meeting, 31st, Boston, Dec. 28-30, 1933. Science 79:101-2 F 2 '34

AMERICAN standards association

Building code activities. P. G. Agnew. il Arch Rec 75:488-93 Je '34

Cooperation between ASA and Bureau of standards. Safety Eng 67:220 My '34

New memberships. Science 80:224 S 7 '34

Standards group enjoying growth. Steel 95:46 Jl 16 '34

Wider recognition of need for standard marks important year for ASA. C. M Chapman. Ind Stand 5:14-18 Ja '34

Library

Decimal classification applied to American standards association library. F. Fuller. Special Lib 25:40 F '34

AMERICAN steel warehouse association

Annual meeting, 25th, New York, June 27. Iron Age 134:35+ Jl 5 '34

AMERICAN sugar refining company

American Sugar net jumps. Econostat 1:14 D 2 '33

Annual report, 1933. Barron's 14:10 Mr 19 '34

AMERICAN surety company

Annual report, 50th. Ins Field (Fire ed) 63:14 Mr 8 '34

Down the years with the American Surety. R. W. Sheehan. Spectator 132:13+ Ap 12 '34

Impressive growth in eventful span of fifty years. East Underw 35:41+ Ap 13 '34

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Hope of 681,000 investors. W. W. Hay. Mag of Wall St 54:196-7+ Je 9 '34

Telephone salaries defended; Bell system directors endorse payments to officers. Barron's 14:8 Ap 23 '34

AMERICAN transit accountants' association

Annual meeting, Cleveland. Transit J 78:404-5 O '34; Elec Traction 30:344-5 O '34

AMERICAN transit association

Annual meeting, 53d, Cleveland, Sept. 24-27. Transit J 78:387-90 O '34; Bus Transportation 13:376-8 O '34; Elec Traction 30:317-28 O '34

Many steel and fabricated products at transit show, Cleveland, Sept. 22-27. Steel 95:31 O 1 '34

AMERICAN transit claims association

Annual meeting, Cleveland. Transit J 78:405 O '34; Elec Traction 30:345-7 O '34

AMERICAN transit engineering association

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Making use of engineering association work. A. T. Clark. Elec Traction 30:279 S '34

AMERICAN transit operating association

Annual meeting, Cleveland. Transit J 78:402-4 O '34; Elec Traction 30:329-33 O '34

AMERICAN trucking associations, inc.

Trucking industry forming nation-wide organization under N.R.A. code. Ry Age 96:668-9 My 5 '34

AMERICAN type founders company

Typographic library and museum

Typographic library and museum and its founder. Mrs H. L. Bullen. Lib J 59:197-9 Mr 1 '34

AMERICAN water works association

Annual convention, Chicago, June 12-16. Am Water Works Assn J 25:1781-1800 D '33

Annual meeting, 54th, New York, June 4-8. Eng N 112:779-82 Je 14 '34; Can Eng 66:15-16 Je 12 '34; Pub Works 65:40+ Jl '34; Water Works & Sewerage 81:244-53, 290-3 Jl-Ag '34

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AMERICAN welding society

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That AWA forum. Ptr Ink 167:92 Ap 5 '34

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Annual meeting, 30th, Houston, Texas, Jan. 23-25. Ry Age 96:201-4 F 3 '34; Eng N 112:155-6 F 1 '34

AMERICAN woolen company
Annual report. Barron's 14:8 F 12 '34

AMERICAN writing paper company
Annual report. Paper Tr J 98:29 Ap 12 '34

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Chartered in Maryland. Oil Paint & Drug Rep 125:28 Ja 8 '34

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AMES, W., and company
W. Ames & co. steel maker, attacks NRA constitutionality. Iron Age 134:54 O 11 '34

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Amherstburg effects large saving in waste-water survey. C. G. R. Armstrong. il Can Eng 65:9-11 D 5 '33

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Preparation of aldonic and saccharinic acid amides in liquid ammonia. J. W. E. Glattfeld and D. Macmillan. Am Chem Soc J 56:2481-2 N '34
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Laying amiesite pavement on two roads in New Brunswick. E. B. Allan. il Can Eng 65:5-9 D 26 '33

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Amination by ammonolysis. P. H. Groggins and A. J. Stirton. Chem & Met Eng 41:271 My '34
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Automatic pumping equipment and the telephonic supervisory system in Baltimore. L. Small. il diag Am Water Works Assn J 26:1492-1506 O '34; Abstracts. Eng N 112:780 Je 14 '34; Water Works & Sewerage 81:293 Ag '34

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Useful analysis short-cuts. J. W. Miller. Am Bankers Assn J 27:29-30 Ag '34; [cont as] Banking 27:63 O '34

We safeguarded operations by shifting workers; First national bank of Miami, Okl J. B. Lehmer. Rand McNally Bankers M 51:355+ Je '34

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Trust companies—Accounting

Trusts and trustees—Accounting

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Bank advertising starts over. H. F. Hobson Am Bankers Assn J 26:31+ F '34

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Bank promotes home modernizing; First national bank of Portland, Oregon. N. N Swett. il Burroughs Clearing House 18:6-8+ Ag '34

Bank sells loans; Sharon, Mass. Busines Week p10 Jl 21 '34

Bankers discover a new power in public relations; abstracts of papers at Financia advertisers association meeting. Banker M 129:421-35 O '34

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Banks advertise for loans. il Rand McNall Bankers Mo 50:658-9+ D '33

Banks and housing; newspaper advertisin to induce home owners to renovize. il Pt Ink 168:81-2+ S 27 '34

Booklet wins new customers; Seaboard bank E. P. Young. il Rand McNally Banker Mo 51:13-14+ Ja '34

Budget your advertising for economy an best results; State-planters bank and trust co, Richmond, Va. R. Scorgie. Rand McNally Bankers Mo 51:612-13+ O '34

Co-operative bank advertising. L. D. Meredith Bankers M 127:355-61, 506-10; 128:641-57 O-N '33, Je '34

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Here's one answer to "why advertise?" Gree Point savings bank. Forbes 33:14-15 My 1 '3

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More aggressive advertising and publicity efforts favored by New Jersey bankers' public relations committee. Trust Companies 58:596 My '34

125 boxes rented with the aid of a mailing piece; Cleveland trust co. I. I. Sperling. il Rand McNally Bankers Mo 51:261 My '34

Peak loads are expensive; plan for bringing customers into the bank early in the day. il Burroughs Clearing House 18:9+ F '34

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Preparation of the advertisement. L. D. Meredith. Bankers M 128:415-32 Ap '34

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Public was told how new machines improved service. R. E. Doan. il Rand McNally Bankers Mo 51:518-19+ S '34

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We teach by printed lessons; Denver (Colorado) national bank. R. E. Doan. il Rand McNally Bankers Mo 51:334-6 Je '34

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BANK auditing

Auditing for the trust department. D. E. Kulp. Trust Companies 58:325-9 Mr '34

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Bank examination

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Artistic mural paintings advertise banks. il Bankers M 129:111-12 Jl '34

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Guaranty of deposits
Savings deposits

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Profits are now possible since new equipment was installed; Lake Shore trust & savings bank, Chicago. A. J. Vogel. il Rand McNally Bankers Mo 51:201-3 Ap '34
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Gas analysis
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Spectrum analysis
Sugar analysis
Textile analysis
Volumetric analysis

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Catalysis
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Equation of state
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Isomerism
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Photochemistry
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Cost accounting
Cost of living
Factory costs
Foundry costs
Labor cost
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Thread cutting

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Cutting tools

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ELECTROCHEMICAL society
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Electroplating
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FLUE gas

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Questions and answers covering important problems found in all phases of modern foundry practice. Published in monthly numbers of Foundry

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Containers (for shipping)
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Hoisting machinery
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Carbon monoxide poisoning
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Manufacture
Petroleum refining

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Gasoline service stations
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Redrafted Chicago cartel plan before Federal commission. Oil & Gas J 33:8 S 6 '34

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Third grade prices rise in Kansas following clinic at Wichita. A. S. James. Nat Pet N 26:116 Je 13 '34

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Minnesota jobbers ask restoration of normal gasoline markets. Nat Pet N 26:15 Je 6 '34

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Amended agreements and corrected contracts have been sent to companies for signatures. A. M. Rowley. Oil & Gas J 32:9 F 15 '34
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Need strong and active regional committees in move to budget refinery operations. W. T. Ziegenhain. Oil & Gas J 32:36 D 28 '33

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Comput-o meter pump. il Pet Age 28:32 S '34

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Customers remember this service station; R. N. Mullin service station in Indianapolis. E. L. Barringer. il Nat Pet N 25:30+ N 29 '33

Elaborate super-station in Detroit sells by departmental service. W. F. Lowe. il Nat Pet N 25:45-6 N 15 '33

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New super station; Sears, Roebuck automobile service station, Cleveland. S. A. Covert. il Nat Pet N 26:39-40+ Ag 8 '34

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Bookkeeping key to profits in operating even single station business. Nat Pet N 26:45-6, 48 O 10 '34

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Continuous efforts bring results in jobber's direct mail campaign. E. L. Barringer. il Nat Pet N 26:33-4 Je 6 '34

Jobber advertises stations with attractive rest rooms, institution ad copy; Midway oil co. East Liverpool, Ohio. E. L. Barringer. il Nat Pet N 26:33-4+ Je 27 '34

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Station obtains tourist business with cards left on parked autos. E. L. Barringer. Nat Pet N 26:34+ Je 20 '34

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Five and ten's display methods are adopted. il Nat Pet N 26:42 S 26 '34

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Station chain cuts customer loss to nil. Pet Age 27:25+ D '33

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Brick man uses reinforced brick masonry and saves money on gas station. E. F. Gallagher. il plan Brick & Clay Rec 83:153-5 N '33

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Good designs for better filling stations. il plans Am Bld 55:34-5 D '33

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High salvage, provided by structural station. il Nat Pet N 26:45 S 19 '34

Materials and color used in modern service station designs give them greater merchandising value. il plan Nat Pet N 26:33-4+ Mr 21 '34

Modern metals lend beauty, utility to gas stations; constructed with steel, aluminum and glass. il diag Steel 95:27+ Jl 16 '34

Narrow Erie gasoline station has two units at opposite ends of court. S. A. Covert. il Nat Pet N 26:43-4 O 17 '34

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Case hinged on what is a service station. Weekly Underw 131:242 Ag 11 '34

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Both sides in St Louis controversy file briefs. Oil & Gas J 32:30 Ja 25 '34

Committee of attorneys defines employe under labor section of the code. Nat Pet N 26: 27-30 O 3 '34

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Better merchandising through modern equipment. il Nat Pet N 26:103-6 Mr 21 '34

Combination washing and lubrication room success at Marathon stations. A. S. James. diag plan Nat Pet N 26:44 Jl 11 '34

Dollar's worth of gasoline, please! Oil marketers report that computer pumps turn 95-cent into $1 sales. E. L. Barringer. Nat Pet N 26:51-2+ Ag 8 '34

Elaborate equipment in Ford dealer's one-stop station in Detroit. E. L. Barringer. il Nat Pet N 26:42+ F 28 '34

Faulty installation and carelessness account for most pump troubles. W. Lewis. diags Nat Pet N 26:81+ Mr 21 '34

Motor analysis is jobber's method of meeting competition. E. L. Barringer. il Nat Pet N 26:30+ Jl 18 '34

New front wheel suspension on 1934 automobiles complicates servicing on free-wheel lifts. W. F. Lowe. il diags Nat Pet N 25:36-7+ D 27 '33

New Los Angeles station has 70-foot tower, 10-foot trade sign and other equipment. il Nat Pet N 26:37 Ja 10 '34

New marketing trends indicate swing from pits to lifts in modern car servicing. W. F. Lowe. il Nat Pet N 26:59-60+ Mr 21 '34

Simplicity and utility feature new gasoline dispensing pumps. J. W. Thompson. Nat Pet N 26:33-4 Ag 8 '34

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Court findings in West Virginia show number of stations with low average gallonage. C. O. Willson. Oil & Gas J 33:36+ Je 14 '34

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Wiring the service station. G. G. Griffin. diags Pet Age 28:9-10 Ag '34

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Elaborate equipment in Ford dealer's one-stop station in Detroit. E. L. Barringer. il Nat Pet N 26:42+ F 28 '34
Ford dealers leasing stations to offer 1-stop service. E. L. Barringer. Nat Pet N 26:3-4 Ja 17 '34

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Driving habits of service station customers, basis for proper station landscaping. J. B. Kelly. il Nat Pet N 26:32+ Ap 4 '34
February is the time to plant shrubbery and prepare ground for lawns. J. B. Kelly. il Nat Pet N 26:33-4, 36 F 14 '34
One or two colors in the service station flower beds more effective than variety. J. B. Kelly. diag Nat Pet N 26:33-4 Ap 11 '34
Plenty of well kept grass and low growing flowers improve station appearance. J. B. Kelly. il Nat Pet N 26:33-4, 36 My 23 '34
Station flowers and lawns need special care in dry weather. J. B. Kelly. il Nat Pet N 26:31-2 Je 27 '34

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New 1934 pumps deserve adequate protection from careless motorists; location and design of pump islands. diags Nat Pet N 26:46-8 Ag 8 '34

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Station leasing is permitted but lessor cannot be operator. Nat Pet N 25:8 D 6 '33
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How to make traffic pick your station sites. Pet Age 28:16-17 My; 16-17 Je '34
Vacant corner store makes fine service station. il Pet Age 28:28 Ag '34

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Cars, Rail grinding
Gear grinding machines
Honing
Lubrication and lubricants (cutting and grinding)
Machine shop practice
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GRINDING (ores, etc.). See Crushing

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Grinding wheels
Honing machines
Lubrication and lubricants (cutting and grinding)
Machine shop practice
Polishing machines

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Heating, Warm air
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Hot water heating
Insulation (heat)
Mechanical equipment of buildings
Oil burners
Oil fuel
Radiators
Refractory materials
Steam heating
Stoves
Ventilation
Weatherstripping

also subdivision Heating and ventilation under special subjects, e.g.

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College buildings
Factories
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Office buildings
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Railroads—Terminals
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Benzene
Butane
Ethane
Heptane
Ionene
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Penstocks
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Big fleets have 44% of stock total. Nat Underw (Auto ins no) 38:20 Ap 13 '34

Five year analysis of experience under Massachusetts compulsory auto law. East Underw 35:40 Je 22 '34

Lower loss ratio is experienced by stock fire companies in 1933; stock fire automobile premiums and losses; tabulation. Nat Underw (Auto ins no) 38:17-18 Ap 13 '34

Mutual automobile premiums increase; tabulation. Nat Underw (Auto ins no) 38:26, 28 Ap 13 '34

Nation-wide experience of automobile liability insurance of companies licensed in New York state in 1933; tabulation. Spectator 132:15 Je 14 '34

1933 auto premiums totaled $381,351,076. Ins Field (Fire ed) 63:13 My 3 '34

Stock casualty automobile premiums total over 214 million; tabulation. Nat Underw (Auto ins no) 38:22, 24 Ap 13 '34

Ten ranking fire companies in automobile insurance in 1933; tabulation. Spectator 132:23 Ap 26 '34

Financial responsibility laws

Accident ratio not yet affected by financial responsibility laws. Nat Underw 37:26 D 28 '33

Analyzes responsibility statute in Pennsylvania; abstracts. A. E. Spottke. Nat Underw 38:31+ F 22 '34; Weekly Underw 130:395 F 24 '34

Average cost of insurance per car; relation of financial responsibility laws to premium rates. Spectator 133:33+ O 4 '34

Financial responsibility law better than compulsory act. H. M. Starling. Nat Underw 38:30 Mr 29 '34

Instructions issued on Pennsylvania law. Weekly Underw 129:1136+; 130:203 D 16 '33, Ja 27 '34

Methods of handling certificates changed in New Jersey. Weekly Underw 130:542 Mr 17 '34

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Questions asked about Pennsylvania statute. Weekly Underw 129:1090 D 9 '33

Responsibility law is now effective in Minnesota. Nat Underw 38:31 Mr 1 '34

Responsibility law of Pennsylvania explained. W. W. Matthews. Nat Underw 38:29+ My 31 '34

Fleet coverage

Fictitious fleets aid to producer. J. R. Johnson. Nat Underw 38:30 Mr 22 '34

Group A. & H. and life, fake fleets in same boat. Nat Underw 38:27 N 1 '34

Illinois department seeks data on automobile fleet insurance. East Underw 35:31 Ap 27 '34; Nat Underw 38:34 Ap 26 '34

Illinois ruling on fictitious fleets. Spectator 132:24 F 8 '34; East Underw 35:35 F 16 '34

Michigan places ban on fictitious fleets. Ins Field (Fire ed) 63:10 Jl 26 '34

Some companies reported grabbing canceled fleets. Nat Underw 38:26 My 10 '34

Suggestions for solicitation of the automobile fleet. A. E. Redding. Nat Underw (Auto ins no) 38:10+ Ap 13 '34

Watch for effect of fleet ruling. Nat Underw 38:31+ F 15 '34

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Fraudulent claims

Accident faker and his claim ring smashed in Kansas. East Underw 35:42 Ap 27 '34

Convict Jersey doctor of faking auto claim. Weekly Underw 130:1231 Je 30 '34

Guest liability

Guest claim rate levy is far from sufficient. Weekly Underw 130:597 Mr 24 '34

Nebraska decision on guest passenger case. Weekly Underw 130:685 Ap 7 '34

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Financing automobile insurance premiums. C. G. Hale. Spectator 133:10 N 8 '34

National bureau rules on installment payments. Spectator 132:29+ Mr 1 '34; Abstracts. East Underw 35:37 Mr 2 '34; Ins Field (Fire ed) 63:10 Mr 1 '34; Weekly Underw 130:442 Mr 3 '34

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Advantage of selling actual value instead of stated amount automobile policies. G. F. Miller. Weekly Underw 131:652 O 6 '34

Advantages of a standard auto policy are cited. H. Justice. Nat Underw 38:30 Ag 9 '34

Agreement reached on standard form. Nat Underw 38:27+ Ag 23 '34

Automatic cancellation in new W. Va. standard policy. Nat Underw 37:23 D 14 '33

Basic structure of the coverage must be changed; would issue policies without named assured. J. H. McKinley. Weekly Underw 130:292 F 10 '34

Chubb & son, New York, are issuing stated amount comprehensive. Weekly Underw 131:751 O 20 '34

Comprehensive auto policy. East Underw 35:26 N 9 '34; Weekly Underw 131:837 N 3 '34

Comprehensive auto policy is being sold in Michigan. Nat Underw 38:3+ Je 7 '34

Comprehensive auto policy seen needing revision to be popular. East Underw 35:28 Ja 19 '34

Comprehensive automobile form analyzed. East Underw 35:19 Ja 12 '34

Comprehensive policy and electrical losses. T. H. Eggert. Weekly Underw 129:986-7 N 25 '33

Comprehensive policy endorsements issued. Weekly Underw 131:155 Jl 28 '34

Dealer form changed; company liability defined. Weekly Underw 131:108 Jl 21 '34

Deductibles on motor fire and theft bad. Weekly Underw 130:1016 My 26 '34

Full protection policy to cover one loss only. Weekly Underw 130:542 Mr 17 '34

Importance of selling automobile insurance properly proved by loss experience. Weekly Underw 131:388 S 1 '34

Liberal jury awards made it most evident that automobile policy limits should be adequate. E. C. Stone. Weekly Underw 130:1026 My 26 '34

Monthly reduction and valued policy forms. Weekly Underw 131:335 Ag 25 '34

Motor damage resulting from strike operations. Weekly Underw 130:1016 My 26 '34

Mutual men meet to draft standard auto public liability policy. Nat Underw 38:29+ Mr 22 '34

Named-driver policy is better. Nat Underw 38:29+ Mr 1 '34

New auto policy issued by American automobile of St Louis. East Underw 35:30 Mr 23 '34; Nat Underw 38:29 Mr 15 '34

New liberal auto policies planned. Ins Field (Fire ed) 63:20 My 31 '34

Next step in standard policy move up to Texas. Nat Underw 38:30+ S 13 '34

Non-exclusion only in New Hampshire policies. Weekly Underw 129:1032 D 2 '33

Non-ownership auto liability and property damage insurance. W. M. Goodwin. Spectator 132:7+ F 22 '34

Non-ownership coverage is being studied today. Nat Underw 38:28 Ag 23 '34

Policies at cut-rate have many exclusions. Weekly Underw 131:287 Ag 18 '34

Question asked whether auto glass is covered in comprehensive form. Weekly Underw 131:617 S 29 '34

Quiz on automobile coverages. L. R. Ringer. Ins Field (Fire ed) 63:4 My 10; 4 My 17; 4 My 24; 4 My 31; 4 Je 7; 4 Je 14; 4 Je 21; 4 Je 28; 4+ Jl 5; 4 Jl 12; 4 Jl 19; 4 Jl 26; 4 Ag 2; 4 Ag 9 '34

Reduced liability limits designed to hold business. Ins Field (Fire ed) 63:14 Ap 12 '34

Reduction clause for use in New York state. Weekly Underw 131:154 Jl 28 '34

Standard auto policy. R. G. Rowe. Weekly Underw 131:325 Ag 25 '34; Abstracts. Nat Underw 38:27+ Ag 30 '34; Spectator 133:31 Ag 30 '34

Standard policy is expected. Nat Underw 38:29+ Ap 19 '34

Standard policy shaping up well. Nat Underw 38:25 Jl 5 '34

Text of the tentative standard auto contract. Nat Underw 38:29, 38-9 Ag 23 '34

Three companies join on new complete form. Weekly Underw 130:1058 Je 2 '34; Spectator 132:24 Je 7 '34

Uniform automobile policy. W. S. Pope. East Underw 35:34 S 7 '34; Abstract. Nat Underw 38:27+ Ag 30 '34

West Virginia issues standard auto policy. Ins Field (Fire ed) 63:12 Ja 25 '34

Wisdom of reduced public liability limits questioned by Michigan agents. East Underw 35:36 Mr 30 '34

Would charge ten per cent additional for omnibus cover in automobile liability policies. W. R. Bagby. Weekly Underw 130:248 F 3 '34

Preventive work

Agents urged to help in street safety work. Weekly Underw 130:642+ Mr 31 '34

How auto accident prevention work is reflected in rating. A. E. Spottke. East Underw 35:40 Mr 16 '34

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Advantage sought over organized practices. Weekly Underw 130:1187 Je 23 '34

Approve A-B-C plan for use in Washington. East Underw 35:42 My 11 '34

Auto casualty rates revised in New York. Spectator 133:35 O 4 '34

Auto casualty rates revised in New York state. East Underw 35:35 O 5 '34

Auto fire and theft rates cut in New York. Weekly Underw 131:247 Ag 11 '34; East Underw 35:16+ Ag 10 '34; Spectator 133:25 Ag 9 '34

Average auto premium too low for any profit. Weekly Underw 130:442 Mr 3 '34

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Automobile fire and theft results better. Weekly Underw 130:25 Ja 6 '34

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Automatic cancellation in new W. Va. standard policy. Nat Underw 37:23 D 14 '33

West Virginia issues standard auto policy. Ins Field (Fire ed) 63:12 Ja 25 '34

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Aircraft premiums need a parachute. Spectator 132:26 Ap 12 '34

Army flying of mail brings security rate increase. Ins Field (Fire ed) 63:19 Mr 8 '34

Aviation insurance looks ahead with renewed optimism. East Underw 35:1+ Ap 13 '34

Benefits seen in air mail changes. Nat Underw 38:4 F 22 '34

Compulsory third-party insurance for civil aviation. Spectator 133:10-11+ Ag 23 '34

International union of air insurers is organized in London. East Underw 35:1+ Je 15 '34

More liberal underwriting of air risks is evident. Nat Underw 38:25+ Jl 12 '34

South Pole plane is fully insured. Weekly Underw 129:978 N 25 '33

Stratosphere flight covered by insurance. Weekly Underw 131:206 Ag 4 '34

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Boiler and machinery line shows sharp pick-up in 1933. Nat Underw 38:25 Ja 11 '34

Boiler and machinery lines gain in Canada. Spectator 132:29 Ap 26 '34

Insurance on heating and residence boilers and vessels. G. E. Babbitt. East Underw 35:40 N 2 '34

Residence boiler cover in blanket; companies simplify coverage and rating method. Nat Underw 38:29+ Jl 26 '34

Some interesting aspects of the new residence boiler policy. Weekly Underw 131:297 Ag 18 '34

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Hartford Steam Boiler verdict upheld in high court. Weekly Underw 130:161 Ja 20 '34

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Boiler U & O rates are reduced 20%. Nat Underw 38:25 Ja 11 '34

INSURANCE, Bridge

Cover on Delaware River bridge finally arranged. Nat Underw 38:6 Mr 22 '34

Cover on Delaware River bridge may reach $47,000,000. East Underw 35:1+ F 2 '34; Weekly Underw 130:243 F 3 '34

Delaware Bridge commission explains insurance situation. East Underw 35:26 F 9 '34

Heavy insurance on San Francisco-Oakland bridge. Weekly Underw 130:286 F 10 '34

PWA requiring insurance on Delaware River bridge. Nat Underw 38:8 Ja 25 '34

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Building and full sea risks of new Cunarder. East Underw 35:32 S 14 '34

Reporting or automatic builders' risk insurance considered from many angles. C. T. Hubbard. Weekly Underw 130:868+ My 5 '34; Same cond. Rand McNally Bankers Mo 51:523-4 S '34

Underwriters compound premium on Queen Mary; building risks coverage. East Underw 35:31 O 5 '34

INSURANCE, Burglary

Burglary and hold-up cover carries special appeal to numerous prospects at vacation time. G. P. Braun. Weekly Underw 130:1153 Je 16 '34

Burglary and robbery insurance. J. H. Coburn. Credit & Fin Management 36:16 Ja '34

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Burglary business a favored casualty line. Spectator 132:30 My 24 '34

Burglary insurance underwriting under present day conditions. H. B. Montgomery. East Underw 35:32 Ja 12 '34

Committee studies residence cover. Nat Underw 38:27 O 4 '34

Entry to safe by working combination held no bar to recovery under burglary policy; decision. Weekly Underw 130:936 My 12 '34

Line has increased steadily during past year; local loss ratio favorable. Spectator 133:25 Jl 5 '34

Loss prevention in banking field. R. T. Wood. East Underw 35:38 N 9 '34

Magnolia-by-the-Sea loss may be $327,377. Weekly Underw 131:69 Jl 14 '34

Messenger, interior and payroll robbery insurance; exclusions, rating and underwriting. R. A. Algire. Weekly Underw 130:354-6 F 17 '34

New burglary comprehensive form rates and coverage announced by National bureau of casualty and surety underwriters. Nat Underw 38:29+ Mr 22 '34; Spectator 132:29+ Ap 12 '34; Weekly Underw 130:739 Ap 14 '34

New office burglary and robbery policy authorized by the National bureau of casualty and surety underwriters. Credit & Fin Management 36:38 S '34

Producers should know residence cover facts; exposition of burglary, robbery, theft and larceny cover. Weekly Underw 130:827+ Ap 28 '34

Residence burglary coverage broadened. Spectator 133:29 Jl 12 '34

Robbery limitation is extended country wide. Weekly Underw 130:781-2 Ap 21 '34; Same cond. Nat Underw 38:29 Ap 19 '34; Same cond. Spectator 132:32-3 Ap 19 '34

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No agent can afford to ignore business insurance. L. G. Simon. East Underw 35:19+ Mr 9 '34; Abstract. Weekly Underw 130:502 Mr 10 '34

Should I specialize in business insurance? E. H. White. East Underw 35:19+ Mr 9 '34

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Use camera insurance to get new customers and hold old clients. East Underw 35:29 Jl 20 '34

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Compensation profit out. M. P. Cornelius. Ins Field (Fire ed) 63:10+ F 1 '34

Effect of casualty policy limit. P. Dorweiler. Nat Underw 37:30 N 30 '33

Eliminate claim fraud and spread claim costs; abstracts. H. P. Jackson. Weekly Underw 129:872+ N 4 '33; East Underw 34:42 N 17 '33

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Fresh impetus given to co-operative drive to popularize casualty line. East Underw 35:35 O 26 '34

Hope for better joint operation of fire and casualty companies. F. V. Bruns. Weekly Underw 130:237 F 3 '34

Premium being placed on companies' conservatism. G. A. Watson. Nat Underw 37:29+ D 21 '33

Presidential address. C. W. Ray. East Underw 35:35+ Je 22 '34

Public relations in the casualty insurance field. W. Leslie. Spectator 133:6-7+ O 4 '34; Abstracts. East Underw 35:33+ O 5 '34; Nat Underw 38:27+ O 4 '34; Weekly Underw 131:653+ O 6 '34

Some aspects of statistics in casualty insurance. P. Dorweiler. East Underw 35:36 My 25 '34

Standard system of notation suggested. T. O. Carlson. East Underw 35:36 My 25 '34

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Adjustment of claims

Attitude of claim department toward assureds highly important both to public and producers. E. M. Sheehy. Weekly Underw 131:119 Jl 21 '34

Problem in casualty morals; what price reciprocity? C. G. Hale. Spectator 133:13 Jl 19; 11+ Ag 2 '34

Unusual claim cases point to need for adequate protection. East Underw 35:35 Ag 3 '34

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Advertising by stock insurers essential for success. V. A. Johnston. East Underw 35:21 F 2 '34

Aetna Casualty's Tony Sarg window displays show clever use of humor in advertising. il East Underw 35:34 Je 15 '34

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California acquisition cost rules win approval. East Underw 35:37 Ap 6 '34

California's cost rules extensive. Nat Underw 38:27+ My 31 '34

Casualty and bonding lines test skill of insurance producers although need is most apparent. E. J. Walsh. Weekly Underw 130:213 Ja 27 '34

Convention of the Ontario fire and casualty insurance agents, Toronto. East Underw 35:24+ O 26 '34

Defends service of local agent. C. G. Hallowell. Weekly Underw 130:970 My 19 '34

Here's profitable business to be created. R. N. Allen. East Underw 34:92 D 8 '33

Maryland casualty company wins over Olmsted, inc. Weekly Underw 130:736-7 Ap 14 '34; Same. East Underw 35:43 Ap 13 '34; Same cond. Nat Underw 38:28 Ap 12 '34

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Fighting organized claim fraud. East Underw 35:36 My 18 '34; Same. Spectator 132:30-1 My 17 '34; Same. Weekly Underw 130:973 My 19 '34

Make progress in New Jersey claim fraud probe. East Underw 35:37 My 11 '34

Spiking the fraudulent claim. G. Malcolm-Smith. Spectator 132:6-7+ Ap 19 '34

To initiate delve into professional crooks; lawyers and physicians. Weekly Underw 130:909 My 12 '34

War on fake casualty claims showing results. Spectator 133:25 N 8 '34

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Current problems in the realm of casualty reinsurance. Nat Underw 37:10+ pt 2 D 28 '33

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Growth of casualty insurance in 50 years; companies reporting to Insurance department of New York. chart Weekly Underw 130:80-1 sec 2 My 26 '34

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Results for casualty lines in Canada fair. Spectator 132:29 Ap 5 '34

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Connecticut companies write 22% of casualty total. Spectator 133:29 S 6 '34

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Casualty report to legislature; 1932 results. G. S. Van Schaick. East Underw 34:39 D 15 '33; Ins Field (Fire ed) 62:10 D 14 '33; Spectator 131:29 D 14 '33; Weekly Underw 129:1125+ D 16 '33

New York legislative action; many casualty-surety measures. East Underw 35:30 My 4 '34

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Beneficial effects of prolonged depression. T. J. Falvey. East Underw 35:31 Ja 12 '34

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Casualty sees 1933 as darkest moment. T. R. Weddell; C. Blackmon. Ins Field (Fire ed) 62:10-11 D 28 '33

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British year book describes comprehensive forms in England. East Underw 35:17 Ag 10 '34

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Casualty companies aid New York slum clearance. Spectator 133:29 Ag 16 '34; Nat Underw 38:24 Ag 16 '34

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Companies protect agents in handling CCC corn insurance. Ins Field (Fire ed) 63:7-8 Ja 11 '34

Corn loan coverage booms in Mid-west. Ins Field (Fire ed) 63:7 F 22 '34

Corn loan coverage handled by brokers. Ins Field (Fire ed) 63:7-8 Ja 4 '34

Government will insure in non-admitted offices. Weekly Underw 131:641-2 O 6 '34

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Local agents to benefit greatly; Commodity credit corporation corn insurance plan. Nat Underw 38:3+ S 27 '34

Rules, forms published for insuring CCC corn. Nat Underw 37:6+ D 21; 1+ D 28 '33; 38:2 Ja 4; 1+, 2 Ja 11 '34

Sizable volume of corn cover is being written. Nat Underw 38:4 Ja 18 '34

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Agreement as to use of premises is stronger than a warranty. East Underw 35:27 S 7 '34

Assured cannot collect on representative's arson. Spectator 132:21 Mr 29 '34; Nat Underw 38:16 My 31 '34

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Speedy adjustment is made on stockyards. Ins Field (Fire ed) 63:5 Jl 19 '34; Nat Underw 38:3 Jl 19 '34

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Encouraged by gains made in year; abstracts. R. Rawlings. East Underw 35:28 O 26 '34; Ins Field (Fire ed) 63:7+ O 25 '34; Weekly Underw 131:790 O 27 '34
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Benefit is seen in credit work; Home of New York to study moral hazard. Nat Underw 38:5+ Ap 19 '34
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Court decides against second mortgagee. East Underw 35:25 Ag 10 '34
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Strong plea made that actuaries receive better chance to foster helpful changes. A. B. Olson. Ins Field (Life ed) 63:4 Ja 19 '34

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Many problems in regard to dividends after lapse. L. A. Hamilton. Nat Underw (Life ed) 37:8 D 8 '33

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Building an outdoor campaign. F. L. Fisher. East Underw 35:12+ N 9 '34

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Fraternals shape elaborate ad plan. Nat Underw (Life ed) 38:3+ My 25 '34

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Policyholders' magazines well worth cost. J. H. McCarroll. East Underw 35:8 My 11 '34

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Provident Mutual Life on national hook-up. Spectator 133:13 S 13 '34; East Underw 35:5, 8 S 14 '34

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Along Prospect street. W. Slick. Spectator 132:7+ F 15 '34

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Attitude of women toward insurance shown in study by Psychological corporation. East Underw 35:1+ Mr 9 '34

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Great volume of annuities being sold to women. F. H. Devitt. Nat Underw (Life ed) 38:23 N 2 '34

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Japanese post office life insurance system. F. L. Hoffman. Spectator 132:10-11 Ja 18 '34

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Life companies show 80% rise in liquidity. Weekly Underw 130:406 F 24 '34

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Norwegian Swedish business. East Underw 35:10 O 5 '34

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Large insurable values resulting from improvement in live stock. W. H. Timmons. Weekly Underw 130:429+ Mr 3 '34

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Boiler and machinery line shows sharp pickup in 1933. Nat Underw 38:25 Ja 11 '34

Boiler and machinery lines gain in Canada. Spectator 132:29 Ap 26 '34

National Bureau cuts machinery insurance rates from 10 to 35%. East Underw 35:44 F 9 '34; Ins Field (Fire ed) 63:10 F 8 '34

Rates lowered on machinery insurance for public utilities. G. H. Bourne. Edison Elec Inst Bul 2:79+ Mr '34

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Building and full sea risks of new Cunarder. East Underw 35:32 S 14 '34

Change in the North American warranty. Weekly Underw 130:10 Ja 6 '34

City of Montgomery reaches her pier with smoldering fire. il Weekly Underw 130:478 Mr 10 '34

Complete text of Hague rules bill. East Underw 35:35+ Ap 6 '34

Cover notes have important functions. Weekly Underw 131:327-8 Ag 25 '34

Discusses constructive total losses and abandonments. O. J. DuFour. East Underw 35:28, 36 N 9 '34

Favors more liberalization in meeting needs of the assured. H. Chubb. East Underw Extra ed 35:6+ S 22 '34; Excerpts. Ins Field (Grand Rapids Conv Daily ed) 63:8 S 19 '34; Weekly Underw 131:543 S 22 '34; Abstract. Nat Underw 38:2+ S 20 '34

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Imported liquor is heavily insured by underwriters here. East Underw 34:1+ N 24 '33

Liquor is going to aid marine insurance. Weekly Underw 129:1080 D 9 '33

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Passage of Hague rules by Congress hoped for in 1935. East Underw 35:32 Mr 30 '34

Resolutions by the International union of marine insurance. Weekly Underw 131:693 O 13 '34

Riot cover loss on coast small; marine losses difficult to determine. Nat Underw 38:1+ Jl 26 '34

South Pole plane is fully insured. Weekly Underw 129:978 N 25 '33

U.S. may go out of ship insurance. Nat Underw 38:2 S 6 '34

Unseaworthiness re. policies and B/L. Weekly Underw 130:107-9 Ja 13 '34; Same abr. East Underw 35:35 Ja 26 '34

Wines frozen on docks bring claims. Weekly Underw 130:530 Mr 17 '34

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Average (maritime law)
Insurance, Cotton
Insurance, Dry dock
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Adjustment of claims

Adjustment of marine losses on cargo. H. Bird. Weekly Underw 130:11-14 Ja 6 '34

Cargo recovers general average as collision damage. Weekly Underw 131:238-9 Ag 11 '34

Collision liability when blame is mutual. Weekly Underw 131:423+ S 8 '34

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Damage to tobacco by smoke basis of suit. Weekly Underw 130:855 My 5 '34

Disaster to lightship involves underwriters; Nantucket shoals lightship. Weekly Underw 130:950 My 19 '34

Exchange fluctuations and general average. A. Smeesters. East Underw 35:25 Ag 24 '34

Exchange problems in loss settlements. East Underw 35:36 Mr 23 '34

Federal court gives decision on liability for machinery damage. East Underw 35:33 My 25 '34

General average and fluctuating currencies. East Underw 35:32 My 18 '34

Incredible loss of Morro Castle involves very grave consequences to underwriters here and abroad. il Weekly Underw 131:462-3+ S 15 '34

Insurers with offices in France make payments on Atlantique loss. East Underw 35:25 Ag 17 '34

Interesting loss adjustment at Manila. Weekly Underw 131:50-1 Jl 14 '34

Liability in taking guests on a trial trip; court decision. Weekly Underw 130:1002 My 26 '34

Liability policy on tug did not cover barge cargo, U. S. decision. East Underw 35:32 Jl 27 '34

Marine case ends after 12 years; S.S. Olympia. East Underw 35:26 Je 29 '34

May not recover for cargo lost by layup. Weekly Underw 130:1222 Je 30 '34

Morro Castle loss is widely discussed. Weekly Underw 131:532+ S 22 '34

Morro Castle loss shows fire hazard not under control. East Underw 35:1+ S 14 '34

New York court of appeals decision on prior insurance. East Underw 35:32 Je 22 '34

Perils of the sea defined by U. S. court. Weekly Underw 129:934+ N 18 '33

Some thoughts on inland marine losses; comparisons with ocean marine. H. E. Reed. Weekly Underw 130:25+ sec 2 My 26 '34

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Federal court decides cancelation problem. East Underw 35:32 Je 22 '34

Four policies lost by drydock company; failure to report to insurance companies an explosion on a ship. Weekly Underw 131:8 Jl 7 '34; East Underw 35:23 Ag 17 '34

Costs

Fire insurance expenses; uncontrollable and controllable expenses per $100 of premium income of fire and marine insurance companies by groups during 1932; tabulation. Spectator 131:10-13 D 28 '33

Coverage

British troubled with problem of overlapping fire-marine coverage. E. Mountain. East Underw 35:28 Je 1 '34

Bulletins under nation-wide definition of marine underwriting powers. Spectator 132:24-5 F 1; 28 F 8: 25 F 15; 24 Mr 8 '34; Ins Field (Fire ed) 63:8+ F 1; 20 My 3; 8 N 8 '34; East Underw 35:28 F 9; 35 Mr 9; 20 Mr 30; 32 Ap 20; 36 My 11; 32 My 18; 32 Je 22; 26 N 2; 39 N 16 '34; Nat Underw 38:7 Ap 19 '34; Weekly Underw 130:239, 898, 952, 1222+; 131:98, 926 F 3, My 12-19, Je 30, Jl 21, N 17 '34

Inland marine cover grows in importance. W. D. Winter. Weekly Underw 130:1050-2, 1094-5 Je 2-9 '34

Iowa withdraws its approval of definition. Weekly Underw 131:99 Jl 21 '34; Same abr. Spectator 133:29 Jl 19 '34

Longshoremen's strike is a serious menace; additional rates to cover risks of strikes, riots and civil commotion. Weekly Underw 130:950+ My 19 '34

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Marine agreement made operative as of Jan. 19. Spectator 132:25+ Ja 25 '34; Nat Underw 38:4 Ja 25 '34

Marine definition leaves some problems to solve. Nat Underw 37:1 D 28 '33

Urge wider approval of marine definition. East Underw 35:16+ Je 1 '34

Finance

American marine insurance results in 1933; tabulation. Weekly Underw 130:856-7 My 5 '34

Automobile and marine premiums and losses, 1933. East Underw 35:38 Mr 9 '34

Cost of repairs is factor to be watched in hull insurance. Weekly Underw 130:1050 Je 2 '34

Declining marine losses cause rate reductions. East Underw 35:35 Ap 27 '34

Government reports on premiums for 1933; U. S. and foreign companies. East Underw 35:28 S 7 '34; Same abr. Marine Eng 39:392 O '34

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Fraudulent claims

Policies rescinded for concealing facts; New York Supreme court holds assured must reveal loss occurring before binders were accepted. East Underw 35:23 Ag 17 '34

History

One of our earliest marine underwriters. Weekly Underw 131:370 S 1 '34

Policies

Clause amendments in hull policy form. Weekly Underw 130:194 Ja 27 '34

Disbursements clauses issued by American institute of marine underwriters. Weekly Underw 131:6-7 Jl 7 '34; Same. East Underw 35:31 Jl 13 '34

First English marine policy, issued in 1613, in Oxford library. East Underw 35:36 Ap 20 '34

New amendments to London institute clauses. Weekly Underw 130:586-7 Mr 24 '34; Abstract. East Underw 35:31 Mr 30 '34

Salvage is covered in all hull policies. L. J. Rice. Weekly Underw 131:610 S 29 '34

Rates

Declining marine losses cause rate reductions. East Underw 35:35 Ap 27 '34

Expect lower rates on Hudson Bay risks. East Underw 35:36 My 11 '34

Hudson Bay rates are to be reduced. East Underw 35:35 Je 8 '34

Hull and cargo rates held much too low. East Underw 35:36 F 16 '34

Norwegian hull agreement fails after attempts to hold up rates. East Underw 35:31 Ag 3 '34

Reinsurance

Marine reinsurance in England. Spectator 132:27 Mr 8 '34

Risks

Additional charge for the marine risk; delay of merchandise due to dock strikes. Weekly Underw 130:1178+ Je 23 '34

American underwriters on Magdalena status; transportation of coffee. Weekly Underw 131:278+ Ag 18 '34

Gold shipments are profitably insured. Weekly Underw 130:334+ F 17 '34; East Underw 35:40+ F 23 '34

Ice damage in harbors. Weekly Underw 130:334 F 17 '34

Revised rules governing gold insurance offered for study. East Underw 35:38 Ap 13 '34

Revision of gold insurance is likely. East Underw 35:36 Mr 16 '34

Steps taken to lower coffee cargo losses. East Underw 35:28 Ag 10 '34

War risks and specie underwriting problems. Weekly Underw 131:190-2 Ag 4 '34

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War risks cover reforms afoot. D. King-Page. East Underw 35:36 My 11 '34

France

Marine experience in France in 1933. R. Sibilat. East Underw 35:29 Ja 12 '34

Great Britain

Institute bailee clause has been amended. Weekly Underw 130:9 Ja 6 '34

London institute changes contact clause and replacement clause. East Underw 34:25 D 29 '33

London time clauses have been amended. Weekly Underw 130:107+ Ja 13 '34

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Marine reinsurance in England. Spectator 132:27 Mr 8 '34

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Japanese marine insurance improving. East Underw 35:38 F 9 '34

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John Street now center of New York's marine insurance district. East Underw 34:88+ D 8 '33

United States

Lower premium volume but higher loss ratio; peculiar conditions in the American market in 1933. Weekly Underw 130:7+ Ja 6 '34

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Mothless mohair. Business Week p11 Jl 7 '34

Selling moth-proof mohair with an insurance guarantee. il Adv & Sell 23:19 Jl 5 '34

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Another yacht loss; explosion destroys Chrysler boat. Weekly Underw 131:533 S 22 '34

Factors in insuring yachts and motor boats. R. W. A. Faulkner. Weekly Underw 130:814+, 854+ Ap 28-My 5 '34

Poor ventilation causes yacht losses. K. M. Walker. Weekly Underw 131:326 Ag 25 '34

Yacht insurance is generally neglected. Weekly Underw 130:1003 My 26 '34

Yacht insurance is the theme of the hour. I. N. Kemsley. Weekly Underw 130:772 Ap 21 '34; Same. East Underw 35:35 Ap 27 '34

Yacht prospects are not always on beach. H. B. House. Weekly Underw 130:1004 My 26 '34

Yacht prospects brighter. Nat Underw 38:4+ Jl 26 '34

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Builders' risk in recent court decision. Weekly Underw 129:1170+ D 23 '33

Liability in taking guests on a trial trip; court decision. Weekly Underw 130:1002 My 26 '34

INSURANCE, Motor bus

Illinois commerce board's insurance rules ambiguous. Nat Underw 38:30 F 8 '34

Lehman urges proper motor bus insurance. Weekly Underw 131:210 Ag 4 '34

Maryland will demand that buses be insured. Weekly Underw 130:164 Ja 20 '34

Meaning of New York state law on buses Weekly Underw 131:475 S 15 '34

New York legislature acts to increase public bus insurance coverage. East Underw 35:29 Ag 24 '34

INSURANCE, Motor truck

Endorsement for West Virginia freight men. Weekly Underw 131:15 Jl 7 '34

Gasoline tankers and truck risks undesired. H. D. Sammis. Weekly Underw 131:694 O 13 '34

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Laws sought to guard trucks against theft. Weekly Underw 131:751 O 20 '34

NRA in effort to better truck line. Nat Underw 38:5+ N 1 '34

Oklahoma rates up on class C commercials. Weekly Underw 130:908 My 12 '34

Vehicle insurance probe by truck code authority. Weekly Underw 131:373-4 S 1 '34

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L. & T. becomes a loss producer. Nat Underw 38:25+ Jl 12 '34

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Rates

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Practical phases of parcel post insurance. J. J. Manning. Weekly Underw 129:1079+, 1126-7+ D 9-16 '33

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Messenger, interior and payroll robbery insurance; exclusions, rating and underwriting. R. A. Algire. Weekly Underw 130:354-6 F 17 '34

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Personal effects insurance has many year-round advantages. H. F. Clark, jr. East Underw 35:34 Ap 27 '34

Year-round value of personal effects cover. H. F. Clark, jr. Weekly Underw 130:433 Mr 3 '34

INSURANCE, Plate glass

Bureau makes changes in plate-glass rates. Spectator 133:29 Ag 2 '34; Same. East Underw 35:33 Ag 3 '34; Same. Weekly Underw 131:207 Ag 4 '34

Committee of National casualty bureau considers 50 percent retention glass policy. Nat Underw 38:27 F 1 '34

October prospects for plate glass insurance. J. W. Marden. Spectator 133:12+ S 20 '34; Same. East Underw 35:35 S 14 '34; Same. Weekly Underw 131:485 S 15 '34

Pernicious practice of rate cutting is widely prevalent. Nat Underw 38:24 Ag 2 '34

Points in sale of plate glass insurance; why this cover can be greatly developed. J. W. Marden. Weekly Underw 131:760 O 20 '34; Same abr. East Underw 35:52 O 12 '34

Reduce plate glass costs; study Chicago survey plan. Nat Underw 38:35 My 17 '34

INSURANCE, Power plant

Plant insurance. J. B. Mosley. Elec R (Lond) 114:315 Mr 2 '34

INSURANCE, Product liability

Modify basic limits on product liability. East Underw 35:37 My 11 '34; Same abr. Spectator 132:29+ My 10 '34; Abstracts. Nat Underw 38:25 My 10 '34; Weekly Underw 130:932 My 12 '34

Revised formula is now approved. Nat Underw 38:29 Mr 29 '34

Two underwriting difficulties faced; safeguard limits for products liability coverage. Nat Underw 38:29 Mr 22 '34

Fraudulent claims

Is this new racket a menace to your business? E. Parker. il System 63:516-17+ N '34

INSURANCE, Profits and commissions

Cuthbert & Cuthbert discuss profits. J. Ashmead. Spectator 131:6-7 D 28 '33

Profits insurance forms are analyzed by well-known adjuster. G. Harrington. East Underw 35:24 Je 15 '34

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INSURANCE, Public liability. See Insurance, Liability

INSURANCE, Rain

Rain insurance may readily be pushed this season of the year. East Underw 35:30 Jl 6 '34

INSURANCE, Reciprocal

Old judgments revived on members of Inter-insurance exchange of the Illinois automobile club. Nat Underw 38:3 Je 28 '34

INSURANCE, Rent

Rent and rental value insurance uses during periods of depression. F. L. Erion. Weekly Underw 131:637+ O 6 '34

Advertising

Salesmen use this advertising; Fidelity & guaranty fire corporation of Baltimore. R. C. Sheridan. il Ptr Ink Mo 28:17+ My '34

INSURANCE, Riot and civil commotion

Brisk demand for strike insurance from textile mills. East Underw 35:1+ S 7 '34

Coast riot cover slows down after feverish activity. East Underw 35:1+ Jl 20 '34

Riot cover loss on coast small; marine losses difficult to determine. Nat Underw 38:1+ Jl 26 '34

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Riot insurance demand at peak in strike zone. Ins Field (Fire ed) 63:7-8 Jl 19 '34

Riot insurance needed to protect some lines of credit. C. T. Hubbard. Rand McNally Bankers Mo 51:22-3+ Ja '34

Riot writings smashing success. Spectator 132:27 Ap 12 '34

Scope of coverage under riot, explosion form. C. T. Hubbard. Nat Underw 38:9 Ap 5 '34

Strike rates raised in Pacific Coast area. Spectator 133:24 Jl 19 '34

Strike-riot cover. A. Grasse. Weekly Underw 131:645+ O 6 '34

Strike risk cover here and in Britain. Weekly Underw 131:744 O 20 '34

Rates

Civil commotion rates to be trebled on textile risks. Spectator 133:25 Ag 30 '34

Handy rate guide for explosion, riot and civil commotion insurance. Spectator 133:25 Jl 19 '34

Vandalism coverage

Companies prepare to offer vandalism insurance to public. East Underw 35:1+ Je 29 '34

Conservatism will mark vandalism insurance. Spectator 133:25 Jl 19 '34

Malicious mischief and vandalism forms, rates and rules distributed. East Underw 35:18 Jl 13 '34

Rates on vandalism just promulgated. Spectator 133:32 Jl 12 '34

Vandalism and malicious mischief rates and rules. Weekly Underw 131:11-12 Jl 7 '34

INSURANCE, Robbery. See Insurance, Burglary; Insurance, Paymaster robbery

INSURANCE, Safe deposit box

Change in method employed in rating safe depository. Nat Underw 38:28 My 10 '34

Change rate basis on safe deposit policies. Spectator 132:33 My 10 '34

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INSURANCE, Social

Dream of the disinherited. C. A. Player. il Barron's 14:3+ O 29; 9-10 N 5 '34

Experiments in social insurance; what is the world doing about it? C. A. Player. Barron's 14:9 N 12 '34

Insurance will have place in larger social services; up to life insurance companies to show the way. H. L. Amber. East Underw 35:3+ My 4 '34

Invalidity, old-age, and widows' and orphans' insurance at the seventeenth session of the International labour conference. Int Labour R 29:341-83, 500-11 Mr-Ap '34

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Compensation self-insurers are criticised i Michigan. Nat Underw 38:29+ Mr 8 '34 Ins Field (Fire ed) 63:16 Mr 8 '34

Round-table discussion on what kind o security shall be required of self-insurers U S Bur Labor Statistics Bul 602:39-42 '3

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Inequity of compensation insurance rates in California. A. B. Foote. Min & Met 15:419-20 O '34

Workmen's compensation, insurance and safety laws of the state of California. 120p Calif. Industrial accident comm, Sacramento '33

Illinois

Illinois brokers association protests compensation withdrawal. East Underw 35:32 F 2 '34

Illinois is ninth state to invoke retaliatory laws; New York carriers suffer. Nat Underw 38:29 O 4 '34

Illinois now requires New York companies to make deposit. Nat Underw 38:39 S 20 '34

Illinois occupational disease act defined. O. Kerner. Ins Field (Fire ed) 63:10+ O 25 '34; Same. East Underw 35:44 N 2 '34

Sees improvement in compensation. W. H. Stewart. Nat Underw 38:32 S 20 '34

Kansas

Work out Kansas pool plan. C. F. Hobbs. Nat Underw 38:43-4 F 22 '34

Massachusetts

Occupational disease plan; method of handling silicosis under workmen's compensation insurance in Massachusetts. Nat Underw 38:35 F 15 '34

Missouri

Ask $974,000 damages in silicosis actions; epidemic of suits in Missouri. Weekly Underw 130:453, 547 Mr 3, 17 '34

New Jersey

High spots in writing of compensation insurance in New Jersey. A. R. Lawrence. Weekly Underw 130:1146-7 Je 16 '34

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Annual report, Compensation insurance rating board of New York; abstracts. L. S. Senior. East Underw 35:38 F 2 '34; Ins Field (Fire ed) 63:10 F 1 '34; Nat Underw 38:29 F 1 '34; Spectator 132:29+ F 1 '34; Weekly Underw 130:205+ Ja 27 '34

Need sound foundation in compensation rates. L. S. Senior. East Underw 35:46 F 9 '34

1933 compensation report. East Underw 35:38 Ag 3 '34; Same. Weekly Underw 131:157 Jl 28 '34

Over 31,000 employers insure in state fund. C. G. Smith. Weekly Underw 130:206 Ja 27 '34

Preferences and special deposits. G. S. Van Schaick. East Underw 35:43 O 19 '34

Premium gain shown in compensation lines. Ins Field (Fire ed) 63:10 N 8 '34

Quotation from Van Schaick report to N.Y. legislature. Spectator 132:31 Mr 1 '34

Some interesting statistics on compensation insurance. L. S. Senior. Nat Underw 38:25 N 8 '34

North Carolina

North Carolina dept. approves compensation plan; voluntary assumption of undesirable risks on pro rata basis. Spectator 133:29 O 11 '34

Oklahoma

Compensation companies may leave Oklahoma. Ins Field (Fire ed) 63:9 S 27 '34

Read's deposit rule hits all companies. Ins Field (Fire ed) 63:10 S 13 '34; East Underw 35:46 S 21 '34

Pennsylvania

Insurance company sues town; Aetna Life's test case to collect premium on compensation and liability policy. East Underw 35:34 Ag 10 '34

Texas

Texas buyers council takes up compensation. Weekly Underw 131:654 O 6 '34

Wisconsin

Aggregate 14.4% rate increase asked in Wisconsin. East Underw 35:43 S 21 '34; Ins Field (Fire ed) 63:13 S 20 '34

Compensation is big issue. H. A. Bird. Nat Underw 38:18 O 25 '34

INSURANCE, Yacht. See Insurance, Motor boat

INSURANCE actuaries

Actuaries' contribution. J. S. Thompson; P. Dorweiler; F. B. Mead. Spectator 131:30-1 sec 2 D 7 '33

John K. Gore, famous actuary, to retire from Prudential. East Underw 35:3+ Ja 12 '34

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INSURANCE advertising conference

Annual meeting, 12th, Rye, N.Y. Oct. 1-3. Weekly Underw 131:646-7 O 6 '34; East Underw 35:1+ O 5 '34; Spectator 133:32+ O 4 '34; Ins Field (Life ed) 63:5-6 O 5 '34

Facts about the I.A.C; guardian of the public relations of insurance. H. H. Putnam. Spectator 131:33 sec 2 D 7 '33

INSURANCE agents

Adopt mandatory rule on balances. Nat Underw 38:4 O 25 '34

Agency qualification by company rather than by law encouraging sign. F. T. Priest. Weekly Underw 131:5+ Jl 7 '34

Agency representation in company bureaus. C. G. Hale. Spectator 132:13 Je 14 '34

Agent describes plans for getting business, impressing clients and holding renewals. Ins Field (Fire ed) 63:6+ F 8 '34

Agent must offset laxity of buyers. H. B. McKibbin. Nat Underw 38:30 O 18 '34

Agent wishes to treat all insurances as one. C. A. Abrahamson. Weekly Underw 131:244 Ag 11 '34

Agents tell their story to U.S. men; confer with officials in Washington. Nat Underw 38:1+ Je 21 '34

Branch offices put on the grill. Nat Underw 38:29+ Mr 29 '34

Buyer points out how agent's service is needed by large industrial businesses. N. Elsas. Ins Field (Fire ed) 63:4 Je 28 '34

Claim of overcrowded business; better qualified agents. A. E. Redding. Spectator 132:29+ Mr 22 '34

Common errors made by agents involve them and companies in many difficulties. C. H. Smith. Weekly Underw 129:862, 1036 N 4, D 2 '33

Company jails a delinquent agent. Nat Underw 38:23 Je 14 '34

Competition vs. cooperation between companies and agents. C. F. Liscomb. Spectator 133:6+ S 6 '34

Co-operation is the sure way to success. W. J. Helm. Weekly Underw 131:56 Jl 14 '34

Cost to public of present competitive war. S. O. Smith. Weekly Underw 130:678+ Ap 7 '34; Excerpts. East Underw 35:21 Ap 6 '34

Difficulty of reducing overhead makes it item of first importance to local agents. A. C. Stevens. Weekly Underw 130:1063 Je 2 '34

Discusses agents' grievances. W. O. Wilson. East Underw 35:22 My 4 '34

Eight-point collection plan for agencies. E. O. Thomson. Nat Underw 38:3+ Ja 4 '34

Executive discusses agency-broker plan. Ins Field (Fire ed) 63:7+ F 22 '34

Expert evolves new approach in selling group. E. J. Neal. Ins Field (Life ed) 63:11 F 2 '34

Federal power commissioner H. J. Drane is an insurance agent. East Underw 35:21 Jl 27 '34

Fire and casualty agent at work. C. G. Hale. Spectator 131:7 N 16 '33

Ft. Worth board upheld by court; injunction restraining enforcement of mutual representation rule dissolved. Nat Underw 38:1+ Jl 26 '34

Future of the agency system. L. E. Falls. Weekly Underw 130:956 My 19 '34

General agent's position is discussed. R. Cravens. Nat Underw 38:5 Ap 26 '34

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Globe indemnity agents start 1934 with lively prosperity contest. East Underw 34:28 D 29 '33
Gold mines all about us; building up personal knowledge and experience. W. M. Goodwin. Spectator 132:6-7 My 17 '34
Handling insurance for defunct B. & L. at issue; Miami savings & loan co. of Dayton. Nat Underw 37:6 N 30 '33
Insurance from client's viewpoint; what assured expects from broker. A. V. Miller. Weekly Underw 130:529, 551-4 Mr 17 '34
Insurance requirements of government reviewed by agents in open discussion. Ins Field (Fire ed) 63:4+ O 4; 4+ O 11 '34
Local agent draws two object lessons from widespread chiseling in business. Ins Field (Fire ed) 63:6 Ja 11 '34
Local board conferences are found most helpful. Nat Underw 38:10-11 O 18 '34
National association of insurance agents seeks co-operation of government to protect agents. East Underw 35:21 Je 22 '34
New Hampshire agents are given a break; Commissioner orders companies to issue policies through resident licensees. Spectator 132:23 Je 7 '34; Same. East Underw 35:24 Je 8 '34
Optimistic over producer's future. E. M. Allen. Weekly Underw 131:66+ Jl 14 '34; Excerpts. Nat Underw 38:1 Jl 12 '34
Outline for average agent's selling campaign. East Underw 35:35 F 16 '34
Plans for general agencies. H. A. Steckler. Weekly Underw 130:819 Ap 28 '34
Pleads cause of legitimate agent. J. D. Saint. Ins Field (Fire ed) 63:6 Je 21 '34
Present trends in the insurance business. S. Y. Tupper. Ins Field (Fire ed) 63:8+ Ap 12 '34
Principles for branch office operation. W. E. Harrington. Weekly Underw 130:637+ Mr 31 '34
Principles of new deal that affect agents. S. O. Smith. Ins Field (Fire ed) 63:6 Je 28 '34
Realtors seeking U. S. investigation. Nat Underw 38:1+ Ag 9 '34
Salesmen use this advertising; Fidelity & guaranty fire corporation of Baltimore. R. C. Sheridan. il Ptr Ink Mo 28:17+ My '34
Strong agents' organization needed to alleviate insurance ills. C. B. Smith. Ins Field (Fire ed) 62:6 N 16 '33
Successful agent in fourteen months; M. M. Cox. Spectator 132:6 Ja 25 '34
Suggestions for purchaser of an agency. R. S. Buddy. Nat Underw 38:3 Mr 1 '34
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Urges company action on unfair practices. A. I. Wolff. Spectator 133:10-11+ S 13 '34; Same abr. East Underw 35:16+ S 7 '34
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What insurance departments expect of local agent; abstracts. G. W. Brown. East Underw Extra ed 35:18+ S 22 '34; Ins Field (Grand Rapids Conv Daily ed) 63:9-10 S 20 '34; Nat Underw Conv no 38:8+ S 21 '34; Weekly Underw 131:542-3 S 22 '34
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Simple plans for keeping tab on balances. C. S. Whitner. Ins Field (Fire ed) 62:6+ N 30 '33

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Ad suggestions for insurance agents. Weekly Underw 130:646-8, 1236-8; 131:602-4 Mr 31, Je 30, S 29 '34
Advertising and circularizing for prospects prove highly successful for W. Leon, New York producer. Nat Underw (Life ed) 38:19 Je 8 '34
Advertising should sell name of local agent to community. H. V. Carlier. East Underw 35:31 S 14 '34
Agency advertising and salesmanship. R. Bird. Spectator 131:6-7 N 16 '33
Art photographs by Owen Smith make him known to his prospects. C. Lindley. il East Underw 35:49 pt 2 S 21 '34
Circularization pays well if plan is properly applied and followed up. C. P. Shelby. East Underw 35:17 S 28 '34
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How use of nonsense in advertising has broken down sales resistance. L. Stephenson. East Underw 35:42 Ap 13 '34
Mail advertising for agents developed by London Assurance. East Underw 35:34 Ja 26 '34

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Amounts of working and fixed capital needed for insurance agency. J. M. Leonard. Weekly Underw 131:189+ Ag 4 '34
Operating an agency for profit. N. B. McCulloch. Weekly Underw 131:601+ S 29 '34; Same cond. East Underw 35:30 S 21 '34
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Vital problems in operating a modern agency. E. D. Lawson. Weekly Underw 130:645+ Mr 31 '34
Well planned management and economical administration factors in operating agency at profit. N. B. McCulloch. Weekly Underw 131:888 N 10 '34

Codes

Agents deny reports their code is dead. Weekly Underw 130:434+ Mr 3 '34
Agents disappointed by rejection of code. East Underw 35:20 Je 1 '34
Agents file code under NRA plan. Nat Underw 37:1+ D 28 '33; 38:1+ Ja 4 '34
Alice in Louisville; code of fair competitive practices situation. R. W. Sheehan. Spectator 132:19+ Mr 29 '34
Answer given to critics of code. A. I. Wolff. Nat Underw 38:3+ Ja 25 '34
Asks for firm W.U.A. stand on clear agencies. W. D. Williams. Ins Field (Fire ed) 63:5, 19-20 Ap 19 '34; Same cond. Nat Underw 38:3, 38 Ap 19 '34
Assurances given real estate men. Nat Underw 38:2 Ap 5 '34
Brokers launch attack on code. Nat Underw 38:3+ Ja 18 '34
Code activities; replies to objections. A. I. Wolff. East Underw 35:20 Mr 23 '34; Same. Weekly Underw 130:585+ Mr 24 '34; Abstract. Spectator 132:24 Mr 22 '34
Code debate; opposing viewpoints expressed. J. A. Beha; A. I. Wolff. Nat Underw 38:31+ F 15 '34
Code filed by the National association of insurance agents. R. R. Wolfe. Spectator 132:6-7+ F 22 '34
Code filing still widely discussed. East Underw 35:16 Ja 19 '34
Code opponent lists specific objections. W. J. Welsh. East Underw 35:22 Mr 30 '34; Excerpts. Weekly Underw 130:601 Mr 24 '34
Combine is formed against the code. Nat Underw 38:3+ F 8 '34
Commissioners offer to appear before Gen. Johnson and give their viewpoint. Nat Underw (Life ed) 38:3+ F 16 '34
Company sentiment for a joint control of practices grows. Ins Field (Fire ed) 62:7-8 D 21 '33

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Denies agents' code has been dropped by the N.R.A. W. H. Bennett. East Underw 35:22 Mr 23 '34; Abstract. Weekly Underw 130:601 Mr 24 '34

Exchange of letters; real estate men also in insurance business. A. I. Wolff; H. U. Nelson. Weekly Underw 130:683 Ap 7 '34

Hope to develop conference plan. Nat Underw 37:1+ N 16 '33

In defense of the proposed producers' code. E. J. Cole. Spectator 132:6-7 Mr 8 '34; Excerpts. East Underw 35:28 F 23 '34

Insurance interests in Utah adopt code of fair competition. Ins Field (Fire ed) 62:7-8+ N 23 '33

Local agents file code in Washington; with text of section on unfair practices. East Underw 34:18-19 D 29 '33; Spectator 131:24-5+ D 28 '33

Michigan agents in debate on NRA code. Ins Field (Fire ed) 63:7-8+ F 22 '34

National association president again defends code action. A. I. Wolff. East Underw 35:20+ F 2 '34; Excerpts. Ins Field (Fire ed) 63:7 F 1 '34

NRA now said to favor wages-hour code for insurance. Ins Field (Fire ed) 63:7-8 Mr 1 '34

NRA turns down insurance code. Nat Underw 38:3+ My 31 '34

New viewpoints on agents' code arise. Ins Field (Fire ed) 63:7+ Ja 11 '34

PRA support held to obviate need of code. Spectator 132:25+ My 31 '34

Present situation in New York as to ethics code. East Underw 35:5+ Ap 6 '34

Protest filed against competition in mills. Weekly Underw 130:777 Ap 21 '34

Resolution adopted by companies at New York; result of joint meeting of fire, casualty, surety and marine companies with N.A.I.A. Spectator 131:25+ N 16 '33

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Collecting of premiums

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Commissions

New Jersey agents adopt firm stand on company plants. Ins Field (Fire ed) 63:7+ Mr 1 '34; East Underw 35:23 Mr 2 '34

Rule enforcement promises end to New Jersey chaos. Ins Field (Fire ed) 62:7-8 N 30 '33

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Insurance, Casualty—Agents—Commissions

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Insurance, Industrial—Agents—Salaries and commissions

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Agency contracts. F. P. McGuire. Weekly Underw 129:1078 D 9 '33

Maryland casualty company wins over Olmsted, inc. Weekly Underw 130:736-7 Ap 14 '34; Same. East Underw 35:43 Ap 13 '34; Same cond. Nat Underw 38:28 Ap 12 '34

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Agency license law of Alabama cited. Ins Field (Life ed) 63:4 F 23 '34

Arizona law unconstitutional. Credit & Fin Management 35:40 D '33

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Kentucky licensing explained. Ins Field (Fire ed) 63:6 N 1 '34

Kentucky passes qualification bill; text. East Underw 35:29 Mr 23 '34

License refused to auto trade agency. East Underw 35:28 Ap 13 '34

New Jersey agents fight for qualification laws. East Underw 35:23 Mr 2 '34

New licensing methods planned in New Jersey. Weekly Underw 130:778 Ap 21 '34

Qualification blank in Illinois explained. H. McCullough. Ins Field (Fire ed) 63:9 Ja 25 '34

Qualification law is upheld in court test; Kansas Supreme court. Weekly Underw 131:121 Jl 21 '34

Retaliatory move hits Philadelphia agents. East Underw 35:30 S 28 '34; Spectator 133:28 O 4 '34

Rhode Island tightens insurance supervision. East Underw 34:22 D 1 '33

Seeks to improve caliber of agents in the field. O. L. Heltzen. Nat Underw 38:28 N 1 '34

Strict Canadian licensing system described. J. W. Simpson. East Underw 35:26-7 O 12 '34; Abstract. Nat Underw (Life ed) Conv no 38:6 O 13 '34

Surveys qualification tests for seven years. H. R. Teitrick. East Underw 35:24 S 14 '34

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Multiple line selling

Agents pushing side-lines getting increase in production this year. C. D. Minor. East Underw 35:30 Je 22 '34

Life department advantages to local agency. A. Dodge. Nat Underw 38:4+ Ja 25 '34; Same. East Underw 35:20 Ja 19 '34

Specialization versus multiple lines; reasoning required to master principles of protection engineering. L. H. Lippincott. Weekly Underw 129:959+ N 18 '33

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Qualified agent wins confidence of public. A. E. Redding. Weekly Underw 130:870+ My 5 '34; Abstract. Nat Underw 38:28 My 3 '34

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Unions

Industrial agents' union is started. Ins Field (Life ed) 63:5-6 My 18 '34; Nat Underw (Life ed) 38:4 My 18 '34

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Insurance, economic physician, requires wide training of personnel. H. J. Werder. East Underw 35:26+ S 7 '34

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Fallacy of ten dollar minimum for state dues. G. Brown. Weekly Underw 131:698 O 13 '34

Making agents' associations service units. Weekly Underw 130:28 Ja 6 '34

Springfield, Mass. local board marks 50th anniversary. East Underw 34:1+ N 17 '33

Strong agents' organization needed to alleviate insurance ills. C. B. Smith. Ins Field (Fire ed) 62:6 N 16 '33

Underwriters organizations, with respective secretaries and addresses. Spectator 131:37-44 sec 2 D 7 '33

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Alleges discrimination against big brokers. W. Schiff. East Underw 35:22+ Ap 27 '34; Excerpts. Spectator 132:25 My 3 '34

Broker cannot surrender policy for cancelation on own initiative. East Underw 35:23 N 9 '34

Brokers see their position improved. Ins Field (Fire ed) 63:8 N 1 '34

Discipline in Pittsburgh. Nat Underw (Life ed) 38:3+ My 11 '34

Discussion of New York free space to brokers. Weekly Underw 130:1182 Je 23 '34

Duty of broker to emphasize advisory service first. W. W. Ellis. East Underw 35:33 Je 8 '34

Executive discusses agency-broker plan. Ins Field (Fire ed) 63:7+ F 22 '34

Free office space evil brought into limelight. Weekly Underw 130:774 Ap 21 '34

Insurance brokers association had busy 1933. East Underw 35:36-7 Ap 27 '34

Insurance from the client's viewpoint; abstract. A. V. Miller. Management R 23:176 Je '34

May professionalize brokerage business. S. S. Huebner. East Underw 35:26 My 18 '34

New York insurance department seeks data on brokers' balances. East Underw 34:30 D 15 '33

Question of service raised in CCC deal; broker-agent contest flares up. Ins Field (Fire ed) 62:9+ D 21 '33

Recent developments and the future prospects of insurance brokerage. L. J. Rice. Weekly Underw 130:41+ sec 2 My 26 '34

Success in securing big part of business from brokerage sources. Nat Underw (Life ed) 38:19 Ag 10 '34

Value of claim experience to underwriting. V. Howell. Weekly Underw 131:757-9 O 20 '34; Excerpts. East Underw 35:3 S 14 '34; Nat Underw (Life ed) 38:7+ S 14 '34

Would make qualification as broker mandatory upon all who solicit insurance. H. J. Pohs. Weekly Underw 131:880 N 10 '34

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Commissions

Attacks payment of excess brokerage in New York. S. T. Perrin. East Underw 35:25+ My 11 '34

Broker held entitled to retain commission although policies cancelled at request of assured. Weekly Underw 131:907 N 10 '34; East Underw 35:23 N 9 '34

Broker must return unearned commission. East Underw 35:18 Je 15 '34; Weekly Underw 130:1140 Je 16 '34

Broker required to return commission; Crescent brokerage corp. East Underw 35:20+ O 5 '34

Brokers entitled to commission on policy which was not accepted. East Underw 35:23 N 2 '34

Commission agreement may become necessary. Weekly Underw 131:877 N 10 '34

Commission earned despite cancellation; decision. Weekly Underw 131:337 Ag 25 '34; Same. East Underw 35:33 Ag 31 '34

Full brokerage given where the company cancels; suit. Weekly Underw 130:595 Mr 24 '34

Travelers to appeal decision involving liability to broker. East Underw 35:1+ Mr 23 '34

INSURANCE buyers association of San Francisco

Organization operates to keep large assureds educated in insurance developments. East Underw 35:37 F 9 '34

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Canadian provincial superintendents; biographical sketches. pors East Underw 34:64-6 D 8 '33

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INSURANCE companies

Agency clearance in large centers. Na Underw 38:3+ Ap 26 '34

Agency qualification by company rather tha by law encouraging sign. F. T. Pries Weekly Underw 131:5+ Jl 7 '34

Agent wishes to treat all insurances as one C. A. Abrahamson. Weekly Underw 131 244 Ag 11 '34

Agents are hopeful separation will not injur local boards; views of National association East Underw 35:1+ My 18 '34

Approve separation for excepted cities. In Field (Fire ed) 63:7+ Mr 15 '34

Asks for firm W.U.A. stand on clear agencies. W. D. Williams. Ins Field (Fire ed) 63:5, 19-20 Ap 19 '34; Same cond. Nat Underw 38:3, 38 Ap 19 '34; Excerpts. East Underw 35:23 Ap 27 '34

Brief review of events occurring in 1933; official changes, new companies, etc. Weekly Underw 130:90-7 Ja 6 '34

Business has weathered the test of the depression. W. A. Sullivan. Ins Field (Fire ed) 63:7+ F 8 '34

Calls separation theoretically practical and practically difficult. B. Truscott. Spectator 133:25 Jl 12 '34

Clearance principle sound. E. A. Henne. Ins Field (Fire ed) 63:7+ My 17 '34

Competition vs. cooperation between companies and agents. C. F. Liscomb. Spectator 133:6+ S 6 '34

Conditions which irk local agents' leader. A. I. Wolff. Weekly Underw 130:1020 My 26 '34

Decision to defer separation in East is reached by the Eastern underwriters assn. East Underw 35:17 Je 29 '34

Development of multiple line insurance companies. W. S. Crawford. Weekly Underw 130:45+ sec 2 My 26 '34

Efficient sales promotion work outlined. K. H. Mathus. East Underw 35:14 N 9 '34

Fear disturbance of local boards. W. H. Bennett. Nat Underw 38:4+ My 24 '34

H.O.L.C. asks agents for more data on proposed service plan. East Underw 35:16+ Jl 13 '34

Hopes companies will agree to confer. E. J. Cole. East Underw 35:20 O 5 '34; Excerpts. Nat Underw 38:1 O 4 '34

Independent company action on separation. Weekly Underw 130:635 Mr 31 '34

Majority of agencies clear in big cities; separation movement to be fought by non-E.U.A. companies. East Underw 35:22-3 Mr 16 '34

Non-affiliated companies may form association; separation battle certain. East Underw 35:23 Ap 27 '34

Says separation will delay progress; abstracts. A. I. Wolff. East Underw 35:22+ My 25 '34; Weekly Underw 130:1005+ My 26 '34

Separation endorsed for entire West. Spectator 132:25 Ap 26 '34

Separation idea engrosses Canada. Nat Underw 38:8 My 17 '34

Separation movement accepted as reality. Weekly Underw 130:483-4 Mr 10 '34

Separation plans are being drawn. Nat Underw 38:1+ Mr 15 '34

Separation voted by Eastern underwriters association. East Underw 35:34 Mr 9 '34

Trouble below the surface; currents and counter currents. C. M. Cartwright. Nat Underw 38:1+ Je 21 '34

Troubles of producers. T. C. Cheney. Weekly Underw 131:49+ Jl 14 '34

Underwriting and agency departments; abstracts. L. W. Morgan. Weekly Underw 131:851 N 3 '34; Nat Underw (Life ed) 38:4+ N 2 '34

U.S. Chamber of commerce fights state deposit plans. Ins Field (Fire ed) 62:8 D 7 '33; Nat Underw 37:26 D 7 '33; Spectator 131:29 D 7 '33

Urges limitations on new companies. A. H. Mowbray. Nat Underw 38:25+ Ja 4 '34

Urges return to sound practices. E. J. Cole. East Underw 35:20 Je 15 '34

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Various legal angles to vexatious problems of unauthorized insurers. H. J. Drake. Weekly Underw 131:97, 116-19 Jl 21 '34

Views on clear agency principle adopted by W.U.A. companies. C. F. Thomas. Ins Field (Fire ed) 63:5 My 10 '34

Western agents alarmed over separation talk. Weekly Underw 130:633+ Mr 31 '34

Would await agents' company choice; reasons for separation. R. Rawlings. Weekly Underw 130:954 My 19 '34; Same. Ins Field (Fire ed) 63:5+ My 17 '34; Excerpts. East Underw 35:18+ My 18 '34

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Intensive analysis of insurance home office expenses presented. R. R. Coombs. Nat Underw (Life ed) 38:9 O 5 '34

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Branch offices

Branch office committee charges companies are delaying conference. H. E. McKelvey. East Underw Extra ed 35:9 S 22 '34; Same. Ins Field (Grand Rapids Conv Daily ed) 63:13 S 20 '34

Views on separation, branch offices and code. K. H. Bair. East Underw 35:28 My 18 '34; Abstract. Spectator 132:21 My 17 '34

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Company sentiment for a joint control of practices grows. Ins Field (Fire ed) 62:7-8 D 21 '33

Hope to develop conference plan. Nat Underw 37:1+ N 16 '33

Resolution adopted by companies at New York; result of joint meeting of fire, casualty, surety and marine companies with N.A.I.A. Spectator 131:25+ N 16 '33

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New and retired casualty and miscellaneous companies in 1933. Spectator 132:11, 32 Ja 25 '34

New and retired fire companies in 1933. Spectator 132:7 Ja 25 '34

Roster of new and retired life companies, 1933. Spectator 132:6, 19 F 15 '34

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Liberty Mutual retirement plan; employes' cooperative retirement program. East Underw 35:19 N 9 '34

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Failure of companies undermines confidence. G. S. Van Schaick. Weekly Underw 130:1067 Je 2 '34

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Molding machines
Molds (for casting)
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Fuel, Colloidal
Gas and oil engines—Fuel
Gasoline
Kerosene
Liquefied petroleum gas
Motor bus engines—Fuel
Motor truck engines—Fuel
Oil burners
Oil fuel

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Products, New
Purchasing
Retail trade—Store management
Returned goods
Sales, Special
Sales management
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Salesmanship
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Pickling (metals)
Sand blast
Steel—Cleaning
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Lubrication and lubricants (cutting and grinding)
Machine tools
Machine work
Milling
Milling cutters
Oxyacetylene cutting
Saws, Metal working
Screw machines
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Grinding
Honing
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Lacquer and lacquering
Polishing
Steel—Finishing

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See also

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OIL reclamation

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Housing progress. Ptr Ink 169:68 O 18 '34

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Better home; America's Little House. Business Week p18 S 1 '34
Broadcast aimed at small boys brings business; Pocahontas oil corp. Nat Pet N 26:30 Ja 17 '34
Broadcaster Baer. Ptr Ink 167:12 Je 21 '34
Campbell hunts leading lady. Ptr Ink 168:26 Jl 19 '34
Changes due in radio; new stars, new script writers. B. A. Grimes. Ptr Ink 169:94-5 O 11 '34
Concrete on the air; winter work issue in the name of employment. Business Week p8 D 2 '33
Copy on the air. F. B. Ryan, jr. Ptr Ink Mo 28:17+ Mr '34
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Does it really take a pile of money to break into New York? Broadcast corned beef hash and Redi-Spred. il Sales Management 34:240+ Mr 15 '34
Dual role of commercial radio. C. Hall. Adv & Sell 22:50-1 Ja 4 '34
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How a sectional advertiser branched out; Citrus soap company. Ptr Ink Mo 28:18 Ja '34
How much has radio changed in 1934? H. S. Hettinger. il Adv & Sell 23:25+ My 10 '34
Is radio solely for the big-money advertiser? Brillo program. A. Tarr. il Sales Management 35:60+ Jl 15 '34
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Laclede broadcasts programs from home service hall. R. D. Lewis. il Gas Age 73:59-60 Ja 20 '34
Lehn & Fink's 1934 plan. Ptr Ink 165:29 D 28 '33
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Mobilgas $16,000 broadcast. Ptr Ink 166:16 Mr 29 '34
Naturals. B. A. Grimes. il Ptr Ink Mo 27:16+ D '33
Network sponsor gets plus value from broadcasts; Blackstone cigar radio program. il Ptr Ink 165:45-6 N 30 '33
New cigarette goes after national market; Kentucky Winners introduced by Penn tobacco co. il Ptr Ink 168:21+ S 6 '34
Nights full of music; broadcasters are selling out the evening hours; press-radio agreement. Business Week p14 O 13 '34
117,357 radio programs. Ptr Ink 168:111 S 13 '34
Out front or out back? H. R. Wellman. il Adv & Sell 22:24+ Ap 12 '34
Pros and cons of studio audience. B. A. Grimes. il Ptr Ink Mo 28:24-5+ Ap '34
Provident Mutual Life broadcast makes hit. il East Underw 35:17 O 5 '34
Provident Mutual Life on national hook-up. Spectator 133:13 S 13 '34; East Underw 35: 5, 8 S 14 '34
Provident mutual life tries out radio broadcasting. East Underw 35:5 Mr 16 '34
Radio audit bureau studied. Ptr Ink 168:93-4 S 27 '34
Radio cooking school in Dallas proves success. Am Gas Assn Mo 16:24 Ja '34
Radio—if the stars were czars. pors Ptr Ink Mo 29:16-18+ O; 24-5+ N '34
Radio is a valuable adjunct to home service operation. L. J. Bryant. Gas Age 74:229-30+ S 15 '34

RADIO advertising—*Continued*

Radio needs showmen. E. Cantor. Ptr Ink 169:17-20 O 25 '34

Radio time table; a schedule of the radio programs being presented by oil companies, with time, description and stations. Pet Age 28:29 Ap '34

Radio's most critical audience, children. B. A. Grimes. il Ptr Ink Mo 28:23+ Je '34

Remington Rand marches on; radio's most novel tie-up pays double dividends. il Adv & Sell 22:56-7+ Mr 15 '34

Seth Parker launches world cruise; national advertisers to accompany him. B. A. Grimes. il Ptr Ink 165:29+ N 16 '33

Standard Brands gets 1,500 dealers on its weekly special bandwagon. il Sales Management 34:93-4 F 1 '34

Theater of the air; Earl Carroll theater, New York. Ptr Ink 168:64 Jl 5 '34

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Twenty basic questions on radio. B. A. Grimes. Ptr Ink Mo 29:54-7+ Ag '34

Two action campaigns that led up to a successful climax; dramatic mailing pieces in the Majestic refrigerator and radio campaigns. G. E. Mitchell. il Ptd Salesmanship 62:174-6 N '33

Watch the contour lines; some engineering aspects of radio which advertisers need to know when using this medium. C. M. Jansky, jr. map Ptr Ink Mo 29:18-20+ Jl '34

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When Main street listens to the radio. M. Dana. il Adv & Sell 22:44, 46 F 1 '34

Where does printing fit into the broadcasting picture? P. Blakemore. il Ptd Salesmanship 62:284-5; 63:14-15+ Ja, Mr '34

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Radio programs pull best when promoted. B. A. Grimes. il Ptr Ink 166:64-5+ F 22 '34

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Tabloid newspaper supports radio program; Godfrey's Chernerized Gazette. H. J. Kaufman. il Ptd Salesmanship 64:81 O '34

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Determining radio coverage. L. R. Amis. il Adv & Sell 23:46-7+ My 24 '34

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A.N.A. rate study. B. A. Grimes. Ptr Ink 168:50+ Jl 12 '34

Regulation

Censorship of the air. Ptr Ink 168:12, 16 Ag 2 '34

Chicago better business bureau checks local radio copy. Ptr Ink 167:84 Ap 5 '34

Green U.S. signal for radio. B. A. Grimes. Ptr Ink 168:32-4+ S 20 '34

Liquor broadcasting raises issue with Fede radio commission. Ptr Ink 166:12, 16-18 '34

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Radio censors itself. Ptr Ink 166:68 F 15

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Radio censorship July 1. Ptr Ink 167:17- My 24 '34

Radio checkup; Chicago better business b reau to correct false claims in broadcas Business Week p14 Mr 31 '34

Senator Dill vs radio. Ptr Ink 165:70 D 28

This bill would bar radio liquor advertisin S.3015 goes to commerce committee. Ink 166:73 Mr 15 '34

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Magazine and radio expenditures by indu tries; tabulation. Sales Management 34:4 My 1 '34

Teaser campaigns

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Development in aviation radio. R. Sparks. Radio N 15:400-1+ Ja '34

Exploring the playground of radio wave (radio, 60,613 feet up!) army stratospher flight. S. Kaufman. il Radio N 16:274-6- N '34

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Performance tests of radio system of land ing aids. H. Diamond. diags map pls U Bur Stand J Research 11:463-90 O '33

Problem of landing commercial aircraft fog. R. Stüssel. il diags Roy Aeronautica Soc J 38:807-26; Discussion. 826-36 O '34

Radio approach system assists airmen t land under low ceilings. map Air Commerc Bul 5:165-8 Ja '34

Radio; work now under way by the Burea of air commerce. R. Martin. il Aviation 33 350-2 N '34

Radioman directs aerial traffic. G. Princel il Radio N 16:273+ N '34

Simultaneous transmission of voice an aural radio range signals. diag Air Com merce Bul 5:268-71 My '34

Tiny transceivers in 5-meter tests. S. G Taylor. il Radio N 16:154-5+ S '34

See also

Radio apparatus on aircraft

Radio beacons

RADIO aids to explorers

South Pole calling! S. Kaufman. il Radio 15:394-5+ Ja '34

RADIO aids to navigation

Chairman's address before Wireless sectio Institution of electrical engineers. G. Shear ing. diags Inst E E J 74:11-28 Ja '34

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Communications, as applied to the merchant marine. S. C. Hooper. Marine R 64:15-16, 38 Ag; 19-20+ S '34; Discussion. G. J. Frank. 64:23 D '34

Examination of the causes and nature of the interference to which the wireless communications of the mercantile marine are subjected. J. A. Slee. diag map Inst E E J 74:355-75 S '34; Abstract. Wireless Eng 11:368-9 Jl '34; Discussion. Inst E E J 75: 375-8 S '34; Wireless Eng 11:369 Jl '34

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Navigation in fog; demonstration of new Marconi apparatus at Genoa. Electrician 113:162 Ag 3 '34

Radio fog navigation. Science 80:sup7 Ag 10 '34

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Direction finding apparatus

Radio apparatus on ships

Radio beacons

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Antenna mechanics. R. Hawksley. il Radio N 16:348-9+ D '34

L'antenne de la station radiotélégraphique de La Pauline, près Toulon. M. Bourseire. il diags Génie Civil 103:492-5 N 18 '33

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Connecting several receivers to one aerial. M. Reed. diags Wireless Eng 11:428-30 Ag '34

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Engineering achievements of 1933; radio. il Elec J 31:17-18 Ja '34

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Seventy-five-centimeter radio communication tests. W. D. Hershberger. il Inst Radio Eng Proc 22:870-7 Jl '34

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Some new and useful switches for experimenters. P. G. Andres. diags Radio N 16: 285+ N '34

See also

Amplifiers, Vacuum tube

Direction finding apparatus

Oscillators

Phonograph—Radio pick-up

Radio antennas

Radio apparatus industry

Radio beacons

Radio circuits

Radio detectors

Radio instruments

Radio loud speakers

Radio receiving apparatus

Radio rectifiers

Radio stations

Radio transformers

Radio transmitters

Vacuum tubes

Exhibitions

National radio exhibition, Olympia. il Electrician 113:237-40 Ag 24 '34; Elec R (Lond) 115:213-14 Ag 17 '34; Engineer 158:186 Ag 24 '34

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Le XI^e salon de la T.S.F. (Paris, 6-16 septembre 1934). M. Adam. il diags Génie Civil 105:285-8 S 29 '34

Paris radio show. il Electrician 113:431 O 5 '34

RADIO apparatus—Exhibitions—*Continued*

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De Forest wins feed-back patent suit. Sci Am 151:111 Ag '34

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Some recent patents. Published in monthly numbers of Wireless engineer and experimental wireless

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Testing of frequency monitors for the Federal radio commission. W. D. George. Inst Radio Eng Proc 22:449-56 Ap '34

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Bird's-eye view of the world's radio market. W. A. Coogan. Radio N 15:661+ My '34

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Majestic sales higher; launches auto radio dealer organization. il Sales Management 33:496 N 15 '33

Radio beats seasonal slumps with auto sets. A. P. Hirose. Ptr Ink 166:33-4+ Ja 4 '34

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Tremendous increase in sales throws Majestic into receivership. Sales Management 33:553 D 1 '33

Why Majestic's dealer displays gather dollars. il Sales Management 34:204 Mr 1 '34

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Radio corporation of America

Advertising

Achtung! achtung! il Ptr Ink 166:93 Mr 22 '34

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Humorous postcards create business for radio service men; Hygrade Sylvania corporation. J. M. DeVoe. il Ptd Salesmanship 64:71+ O '34

Kent seeks new sales leadership with help of automatic tuner. il Sales Management 35:70 Jl 15 '34

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Statistics

17,950,000 radio homes. Ptr Ink 166:45 Mr 15 '34

Great Britain

Merchandise marks; marking of imported radio sets and components. Electrician 113: 100 Jl 20 '34

Wireless companies. Economist 119:320 Ag 18 '34

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Radio industry makes best year's start since 1930. Dun & Bradstreet 42:18-20 Ap '34

Radio prospects. Business Week p9-10 S 22 '34

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Recovery of radio industry assuming broad proportions. Dun & Bradstreet 41:17-19 N '33

RADIO apparatus on aircraft

Aeroplane and car; demonstration of value of two-way radio communication for police action against motor criminals. il Electrician 113:93-4 Jl 20 '34

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Development in aviation radio. R. Spar il Radio N 15:400-1+ Ja '34

How to use the signals from any broadca ing station to guide a plane. C. E. Plan il Radio N 16:272+ N '34

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Problem of duplex telegraphy in the mer cantile marine wireless service. M. Ree diags Wireless Eng 11:122-8 Mr '34

Reception of wireless signals in naval ship W. F. Rawlinson. diags Inst E E J 75:293 311 S '34; Abstracts. Wireless Eng 11:255- My '34; Elec R (Lond) 114:343 Mr 9 '34 Discussion. Inst E E J 75:311-16 S '34 Wireless Eng 11:257-8 My '34

S.W. receivers for yachts. C. R. Leutz. il dia Radio N 15:457+ F '34

See also

Direction finding apparatus

RADIO beacons

Aural radio range signals shown visually b new device. diags Air Commerce Bul 5:265 8 My '34; Excerpts. Aero Digest 24:44 M '34

Foreign interest in Bureau's radio aids t air navigation. J Fr Inst 217:232-3 F '34

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Improvements on the federal airways. R Martin. il diag map Aero Digest 25:14-17+ Ag '34

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See also

Direction finding apparatus

RADIO-biology, International society of. Se International society of radio-biology

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Adjacent channel interference. I. J. Kaar il diags Inst Radio Eng Proc 22:295-31 Mr '34

Broadcasting. H. Matheson. 255p 2s 6d T. Butterworth, London '33

Broadcasting abroad; comp. by the Union internationale de radio-diffusion, Geneva 2d ed 104p pa 50c Univ. of Chicago press '34

Broadcasting; 1933 developments. il Electrician 112:114 Ja 26 '34

Effect of background noise in shared channel broadcasting. C. B. Aiken. diag Bell System Tech J 13:333-50 Jl '34

Gateway to radio. I. Firth and G. S. Erskine 319p $2.50 Macaulay co, New York '34

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Green U.S. signal for radio. B. A. Grimes. Ptr Ink 168:32-4+ S 20 '34

High quality radio broadcast transmission and reception. S. Ballantine. il diags Inst Radio Eng Proc 22:564-629 My '34

nterference of electrical plant with the reception of radio broadcasting. A. Morris. diags Inst E E J 74:245-52; Discussion. 252-63 Mr '34

Kookaburra birds for breakfast. P. J. Cardinal. il Adv & Sell 23:29+ Jl 19 '34

Listen to Byrd. S. Kaufman. il Radio N 16:20-2+ Jl '34

Measurement in radio. F. H. Lumley. 318p [bibliog p293-307] $3 Ohio state university, Columbus '34

New developments in broadcasting. Adv & Sell 22:40 D 21 '33

New radio chain. Ptr Ink 165:48 N 16 '33

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Radio censors itself. Ptr Ink 166:68 F 15 '34

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So-o-o-o you're going on the air! and The radio speech primer. R. West. 215p $1.75 Rodin pub. co, inc, 200 W. 57th st, New York '34

Watch the contour lines; some engineering aspects of radio which advertisers need to know when using this medium. C. M. Jansky, jr. map Ptr Ink Mo 29:18-20+ Jl '34

When Main street listens to the radio. M. Dana. il Adv & Sell 22:44, 46 F 1 '34

See also

National broadcasting company

Radio advertising

Radio broadcasting stations

Radio communication—Interference

Radio corporation of America

Radio listeners

Radio loud speakers

Radio receiving apparatus

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Correlation (statistics)
Economic statistics
Financial statistics
Index numbers (economics)
Industrial statistics
Market statistics
Medical statistics
Seasonal variation (statistics)
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also subdivision Statistics under various subjects, e.g.

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Nickel steel
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Testing machines
Textile testing

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Automobile engines—Testing
Boilers—Testing
Cast iron—Testing
Cement—Testing
Coal—Testing
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Freight cars
Freight handling
Freight ships
Gasoline pipe lines
Harbors
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Highway law
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Fans, Mechanical
Heating
Humidity
Mechanical equipment of buildings
Mine ventilation
Ozone
Tunnel ventilation
Ventilators

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Dairies
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Forest products
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Sawmills
Spruce
Trees
Wood construction
Wood distillation
Wood preservation
Wood pulp
Wood saccharification
Woodwork

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